

SPOTLIGHT

MARCH 2017



THEO PAPPAS

2016 SGA of the Year

SPOTLIGHT

www.arc.aillife.com/arc/spotlight
A monthly publication spotlighting top producers of American Income Life and National Income Life

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SEASON of WINNERS



Steve Greer
President
AIL Agency Division

YOU HAVE TO LIVE LIFE TO ITS FULL CHORIZO. — MARIO BATALI

IT'S EARLY 2002 AND NEW NILICO manager Steve is representing the Durhon Oldham SGA office at what used to be called LDS (Leadership Development School) in the basement of the Waco office.

Although he was always cutting up and could make me laugh even when I didn't want to, there was no doubt in anyone's mind that there was more to this guy than met the eye.

In this issue of Spotlight, we salute Theo as American Income Life and National Income Life's SGA of the Year for 2016. Theo would be quick to point out that it's his Agency team that deserves recognition for their spectacular, come-from-behind win in Category I ... by .4 percent.

That's one aspect of what makes him an exemplary leader, but certainly not the only one.

Theo is one of the most genuine, authentic people you'll ever meet. What you see is what you get. Of all the positive things I could say about Theo, I think this is what draws people to him.

We hear the word "intentional" tossed about frequently these days; in Theo's case, it fits. He has taken deliberate actions for others to follow his vision and direction.

say he's been immune to bumps in the road. He's had his share of tough times just like any other entrepreneur. The difference is what you do when the going gets tough.

Theo's excellent, intentional leadership and a loyal, dedicated and talented team came together to create the perfect, winning scenario for the Pappas SGA office in 2016.

Winners abound in this issue of Spotlight as we congratulate the members of the 2017 Executive Council. Our meeting in Atlantis really brought home to me the incredible level of talent this group brings to the table.

Please join me in congratulating Theo Pappas as the 2016 SGA of the Year, members of the 2017 Executive Council, and the Torchmark Achievement Award winners.

SGA Career Track

New Markets Opening & Expanding!
There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track.



Required Retention Rate

Effective Jan. 1, 2017, to be eligible for bonuses and be featured in Spotlight, Producers must meet the required Retention or the minimum Net to Gross.

Table with 2 columns: Retention (72.0%), Net to Gross (80%)

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by Friday 4/21 before 2:00 p.m. CST.

\$4,241,934

in total bonuses were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to Page 30-37.

Download the Spotlight App
A digital publication spotlighting top producers of AIL & NILICO
1. Go to the App Store or Google Play
2. Search 'Spotlight Digital'
3. Install the app
4. Launch the app from your device's home screen
5. Allow for Notifications
6. When prompted, log in to the app using the ARC login credentials.

Look for the asterisk! The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2018 Awards Presentation are: the top SGA from each category based on Performance Factor with 100% minimum, the top two RGAs, the top five MGAs, the top five GAs, the top five SAs, and the top ten Individual Producers, the top PR Representative from each category, and the top PR Manager from each category.



2nd Annual

TORCHMARK ACHIEVEMENT AWARDS

PRESENTED IN DALLAS, TX | FEBRUARY 23-25, 2017

Torchmark HQ

rolled out the red carpet — literally! — for the Torchmark Achievement Award winners. That evening, they enjoyed dinner with the executive management teams of American Income, Family Heritage and Liberty National.

The following day, TMK home office employees were on hand to show their respects by cheering and waving signs honoring the winners, after which the winners had a tour of the campus and lunch created by Torchmark's executive chef. The lucky winners spent the remainder of the afternoon being pampered at the spa at Dallas' Crescent Hotel. Dinner and the Awards Show were held at Rosewood Mansion on Turtle Creek.

In addition to the trip and the impressive crystal award, each winner received a check for \$25,000.

Hope to see YOU in 2018!

AGENT OF THE YEAR

Jason Adams

Liberty National

PERSONAL RECRUITER OF THE YEAR

Ransey Vazquez

AIL Bob Olson Agency

LEGACY AWARD

Simon Arias

AIL Arias Agency



ANNIVERSARIES

27 YEARS OF SERVICE

Brenda Di Somma, PR
Kenneth Madden, AGT
26 YEARS OF SERVICE
Roger Fung, MGA
Kelly McDonald, AGT
21 YEARS OF SERVICE
Steven Engrav, RGA
19 YEARS OF SERVICE
Randy Stockley, PR
18 YEARS OF SERVICE
Bob Olson, SGA
17 YEARS OF SERVICE
Rob Hay, SGA
16 YEARS OF SERVICE
Scott Florin, GA
Rebecca Klebsch, PR
Kris Thieme, SGA
Benjamin Van Fossen, AGT
15 YEARS OF SERVICE
Fran Christie, PR
John M McGrath, RGA
Herivelto Pereira, AGT
14 YEARS OF SERVICE
Omar Hashimi, AGT

13 YEARS OF SERVICE

Mitch Duplantis, RGA
Iryna Sushkova, AGT
12 YEARS OF SERVICE
Andrea Yee, AGT
11 YEARS OF SERVICE
Richard Carter, AGT
Matt Pflueger, RGA
John Sparby, RGA
10 YEARS OF SERVICE
Evan Holzhauser, RGA
Dustin Klingebiel, AGT
Emil Mohareb, GA
Tim O'Connor, PR
Jonathan Russell, AGT
Atta Saleh, MGA
9 YEARS OF SERVICE
Jacqueline Gilbertson, AGT
Daniel G Johnson, GA
Peter Kwiatkowski, MGA
Brock Lampe, AGT
Gabriel Manzo, AGT
Kimberly Riley, AGT
Kristi Vang, AGT
Bernie Weaver, PR

8 YEARS OF SERVICE

Matthew Diulus, RGA
Joseph Hedborn, GA
Donna LaMontagna, PR
Melissa Lively, PR
Colin Lyse, AGT
Jonathan Maust, MGA
Lisa McGee, PR
Mark Neilson, GA
Nicole Sanders, MGA
Matthew Turnquist, RGA
Afuiva Vaai, AGT
7 YEARS OF SERVICE
Randall Cook, SGA
Adam Huck, AGT
Tina Janti, AGT
Tracy Lepore, AGT
David Scalisi, PR
6 YEARS OF SERVICE
Milena Arceo, AGT
Bernadette Casciato, AGT
Jesse Atatai, AGT
Susan Bedrossian, GA
Tiare Hubbard, SA
Brian Hutchings, AGT
Beau Locker, RGA

5 YEARS OF SERVICE

Janice Moseychuck, SA
Erin Murray, AGT
Richard Pazak, GA
Aaron Ralston, MGA
Richard Rowe, AGT
Jesse Spencer, RGA
Eric Thompson, GA
Ho Tran, RGA
Sara Vaz, RGA
Sharon Barnes, GA
Derrick Coates, AGT
Bilal Farsakh, GA
Jeffrey Hapke, PR
Dallas Johnson, AGT
Marlene King, AGT
Ryan Landmark, GA
Barbara Seyoum, MGA
4 YEARS OF SERVICE
Collins Appiah, AGT
Dominick Arduino, AGT
Jesse Atatai, AGT
Susan Bedrossian, GA
Bryon Eddinger, GA
Brandon Edens, MGA

3 YEARS OF SERVICE

Danny Favreau, AGT
Gregory Graham, MGA
Katalina Halaunga, AGT
Riley Peters, AGT
Steven Sibelman, AGT
Cleopatra Sola, RGA
Ryan Tomajcik, MGA
Jameetri Washington, MGA
2 YEARS OF SERVICE
Craig Arakawa, SA
Maria Avila, SA
Timothy Blackburn, AGT
Shane Carlson, SA
Elizabeth Chilson, RGA
Michael Cirelli, MGA
Christopher Dicks, MGA
Roger Drake, AGT
Myaa Fallon, SA
Chantel Floyd, GA
Phil Folkertsma, MGA
Alejandro Gonzales, SA
Matthew Halbmaier, GA
Lorena Herndon, MGA
Wislaime Laurent, AGT
Brandon Leonardo, AGT

1 YEAR OF SERVICE

Michael McClintock, AGT
Mia Mitchell, RGA
Christine Moore, GA
Bret Nilson, GA
Juan Olvera, MGA
Ivonne Perez, GA
Rebecca Rozario, PR
James Sodan, AGT
Allen Watson, GA
Kendall Wilson, SA
Kyle Alden, SA
Al Alkurdi, AGT
Fabian Aniekwensi, AGT
Jerome Baker, SA
Reginald Bentajado, RGA
Alexandra Berberich, MGA
Michael Botond, SA
Christopher Brodeur, AGT
Christine Buchanan, AGT
Elcar Buhay, SA
Graciela Calderon, AGT
Joshua Broadhead, SA
Jesse Doherty, RGA
Mark Dominguez, GA

1 YEAR OF SERVICE

Evan Donoghue, RGA
Mamdamba Faal, SA
Keona France, SA
Lawrence Hadley, AGT
Ana Havea, AGT
Nathan Hunt, GA
Arthur Kicknosway, AGT
Jason Kuepfer, AGT
Christina LaPlant, GA
Saul Lopez, MGA
Adrienne Maker, AGT
Desmond Martin, AGT
Joshua Miller, AGT
Jespi Barcenas, AGT
Ruben Cuevas, AGT
Nadia Najji, GA
Fadi Nassar, GA
Edward Nguyen, SA
Jesse Nightingale, GA
Timothy O'Reilly, SA
Kay Pomroy, GA
Thomas Prather, SA
Crystal Revilla, SA
Elliot Rush, GA
Anne Ryding, AGT
Gail Sassman, AGT

1 YEAR OF SERVICE

Neil Selley, SA
Richard Sidoti, GA
Derek Swanier, SA
Mollie Uphoff, GA
Christopher Visnesky, SA
Phillip Waisman, SA
Nicholas Watson, GA
Phillip Youn, AGT
Pascal Amar, AGT
Michelson Aristhly, SA
James Asteriou, SA
Kenneth Badstibner, AGT
Jespi Barcenas, AGT
Timothy Barry, GA
Stephanie Baumann, PR
Sara Beedie, SA
Christopher Beveridge-Calvin, SA
Kristina Blakely, AGT
Vanina Bonanno, SA
DeShannon Boyd, SA
George Briggs, AGT
Joshua Broadhead, SA
Rachel Brown, SA
Christopher Buttacavoli, SA

1 YEAR OF SERVICE

Miranda Campbell, AGT
Terieshell Campos, AGT
Oscar Cardozo, MGA
Louisa Carlos, AGT
Alex Castro, AGT
Terrina Chism, AGT
Easton Christensen, AGT
Kyle Church, AGT
Sharon Colburn, SA
Lourdes Contreras, AGT
Braulio Cordova, AGT
Ismael Crespo, AGT
Jace Cucharale, AGT
Ruben Cuevas, AGT
Jonathan Dearolf, AGT
Tyson DellaSilva, SA
Ashley de la Garza, AGT
Danielle Dhaiti, SA
Biunca Dixon, AGT
Kathryn Donlon, SA
Eli Doumit, MGA
George Edgell, AGT
Elizabeth Eikelberger, AGT
Funmilola Elumade, SA
Matthew J Erickson, AGT

1 YEAR OF SERVICE

Issac Estrada, SA
Johnny Evans, AGT
Ashley Flood, GA
Tommy Flynn, PR
Brandon Foster, SA
Zachary Gallo, GA
Samaris Gener, SA
Amanda George, AGT
Payman Ghaysari, GA
Patricia Gonzalez, AGT
Maria D Gutierrez, SA
Zachary G Hansen, SA
Stephanie Harris, AGT
Yolanda Harris, AGT
Eric Harvey, SA
Tamara Harvey, AGT
Zandra Harvey, AGT
Denise Hayes, AGT
Angelica Hemingway, AGT
Candy Henderson, SA
Akantunde Henderson-Amare, AGT
David Hrobachak, AGT
Dylan Johnson, GA
Jonathan Johnson, AGT
Tanya Kuzmenko, MGA

1 YEAR OF SERVICE

Jennifer Larrison, AGT
Rachel Lively, AGT
Tyler Mabry, AGT
Sarah Madro, AGT
Ronald McCormick, SA
Sunnie McRee, SA
Yamid Mendoza Sanchez, SA
Alex Miller, AGT
Matthew J Miller, AGT
Steven Misiano, SA
Deborah Mitchell, SA
Juan Montes, AGT
Joshua Musser, AGT
Kalam Muttalib, AGT
Levi Nicolai, SA
Kathreana Nicolette, AGT
Justin Nixon, AGT
Erin Noyd, SA
Brian Obrecht, SA
Franklin Olulu, AGT
Joshua Pehl, AGT
Jason Pittmon, AGT
Cory Quaife, MGA
Jimmy Riley, AGT
Gabriel Rocha, AGT

1 YEAR OF SERVICE

Michael Santiago, AGT
Jane Schelke, AGT
Esmeralda Silva, AGT
Megan Smith, AGT
Candice Stuckey, SA
Keenan Taylor, SA
Ryan Thomas, AGT
Blake Tomblin, SA
Rupinder Toor, SA
Adrian Trujillo, SA
Danielle Tucci, AGT
Cordale Westbrook, AGT
Alyssa Wiebe, AGT
Heather Williams, AGT
Brian Wright, AGT
Kamal Yassine, AGT

NEW REGIONAL SALES DIRECTOR

PROMOTIONS

STATE GENERAL AGENT

Kody Kramme
REGIONAL GENERAL AGENT
Joanna Hansen
MASTER GENERAL AGENT
John Bacaron
David Basnett
Heather Berg
Dana Black
Josh Bloomquist
Eli Doumit
Scott Hanna
James Harding
Anna Irymesku
Brett Maurice
Cory Quaife
Dalyn Quilausing
Peer Shmelzer
Justin Sutton
Trevor Tollefson
Jason von Rosenberg

60% GENERAL AGENT

Alfred Carrillo
Marie Campbell
Karen Salek-Cuzmar
David Dales
Larry Finch
Alejandra Franco-Salinas
Todd Glazer
Juan Venegas
Wanda Williams
57.5% GENERAL AGENT
Mark Aldamuy
Vincent Andreotti
Steven Barton
Steven Baum
Nicholas Deliberto
Charisma Dezonie
Tyler Dowe
Tony Geer
Brenda Goff
Billi Jo Hawkins

52.5% SUPERVISING AGENT

Magdalena Holman
Jon Houser
Nedal Kawash
Matthew Kurey
Ashley Lathrop
Luaao Leota
Monica McKinney
Jared Mercer
Dale Meyer
Claire Morgan
Randy O'Campo
Juliya Ostapyuk
Michael Patty
Jameil Ramsay
Katrina Ricks
Joseph Sarasin
Richard Sidoti
Mathew Simonson
Debra Small
Dontaray Smith-Davis
Heulett Suarez

55% SUPERVISING AGENT

Jordan Warner
Orey Yates
Kaylea Adkins
Brooklyn Burrell
Woodroe Claiborne
Michael Clower
Renee Cooper
Cara Griffin-Locker
Jared Hernandez
Richard Marcks
Evelt Bryan
Randi Newman
Patrick Ngangyou Tchounchui
Gabriel Parra
Venezia Pettit
Veronica Salinas
Jordan Sanchez
Michael Singleton
Curtisha Stephens
Zachary Suarez

52.5% SUPERVISING AGENT

Phillip Waisman
George Alamo
Jamie Allen
Quinn Allen
Daniel Anderson
Colin Bailey
Gerylyn Bertoli
Juliana Botero
Stephennia Boyce
Anita Brito-Buestan
Evelt Bryan
Daevon Byron
David Carpenter
Victor Carpino
Christopher Carter
James Chun
Shyngela Collins
Jonathan Daal
John Danly
Mark Darling

52.5% SUPERVISING AGENT

Daniel Duncan
Tiffany Dunn
Victoria Durband
Matelita Enosi
Aliyah Erwin
Barbara Escalante-Martinez
Kaitlyn Everts
Thomas Farrell
Thomas Fleming
Roberto Flores Aros
Renita Fulcher
Marta Gates
Spire Gibson
Ronald Green
Sarita Hankins
George Hardemion
Jamison Hathaway-Clark
Tara Haughney
Solomone Havea
Kathryn Hayslette
Gabriel Henderson

52.5% SUPERVISING AGENT

Jose Henriques
Tyler Honeyford
Henderson Hoyte
Jason Isanberg
Jacqueline Kabluyen
Sylvain Kalombo
Wafa Kamal
Zachery Kertulis
Kevin Kondrad
Young Lee
Mohammed Lakhnati
Micah Lopez
Michelle Marin
Brendan Mayworm
Mary McMullin
Brandon Mendez
Nicole Menzies
David Messenger
Carol Montgomery
Evette Moore
Joshua Musikar

52.5% SUPERVISING AGENT

Teresa Olekszyk
Nicole Palmer
Jazmin Perez
Tracey Powell
Earnest Powers
Darla Pratt
Nazmeem Prema
Johny Remy
Hernando Samuels
David Sanchez
Daniel Santistevan
Paul Slusser
Jeannieliza Solis
Zach Speer
Robert L Stevens
William Sturgess
Tyler Sullivan
Randall Taylor
Shevy Thompson
Ottis Toney
Adrian Trujillo

52.5% SUPERVISING AGENT

Robert Trypus
Katie Tu
Anthony Tuttle
Justin Villarreal
Reuben Vincent
Nicholas Wang
Dorene Williams
Luke D V Winters
Kevin Wolfe
Javier Wollery
Douglas Zackodnik



Chris Vasu
March 15

After receiving a degree in Business Leadership from the University of Dayton, Chris joined AIL and the Surace-Smith SGA office in 2007, where he achieved the GA level. He left to pursue his "dream job" with the Cleveland Browns, but was lured back by "the greatest recruiter there is," Marcus Smith. Chris says he's had his eye on the sales director position because of the level of impact one can have. Asked to name the greatest asset he brings to the position, he says, "Your circle defines you, and I have been surrounded by amazing leaders in an amazing culture at Surace-Smith." Chris lives in Cleveland.

DREAM BIG CREATE A VISION AND REMAIN COMMITTED

deliver
care
nurture
provide
community

Update



Closer
to the Heart



Susan Fuldauer

Vice President of
Public Relations Field Operations

BEGIN THIS WRITING WITH CONGRAT-ulations to Theo Pappas and the Pappas SGA office. SGA of the Year is an extraordinary achievement and one that doesn't just happen without a dream and a plan (the vision) to turn the dream into reality. Great efforts and great results come from great dreams and focused vision. I'm guessing this pretty well describes the past year for Theo and his Agency. They dreamed big, had a vision, made a commitment and stayed focused on the plan. They didn't stop until the dream became reality.

There is a difference between dreaming and having a vision. A dream is internal-based thinking, while vision is the external thought process with tangible outcomes. Vision is the structure of the internal dream that results in action and momentum. Dreams are

aspirations, while vision is intentional and follows a process.

Operating at every level, in every role from our CEO and top level leaders to our Agencies and PR team, we have dreamers and visionary leaders in our organization. These dreamers/visionaries are continuously moving the performance bar to new levels. Because we have dreamers who are committed and focused, we've experienced tremendous growth that turns dreams into vision into reality.

So how do we relate these internal dreams and external vision and actions to what we do for the working families we protect and the communities where we work and live? Through our vision for being the premier in-home insurance company, while at the same time, being the insurance company with the largest heart and sense of compassion and justice, we take actions needed to make this vision a reality. Not only did Theo's Agency create a vision and remain committed to the steps needed to move beyond the wishful thinking about being #1 to the reality of being #1, this agency made a difference and grew their legacy, while insuring working families and

strengthening communities by doing so. The actions of this Agency and every other Agency along with the actions and commitment from our Team of PR professionals, creates the enduring vision for this company.

We turn our dream into a vision and then into a reality by making the decision to show up today, show up tomorrow, the day after and the day after that one. We focus on our commitment to our vision, which includes making a difference for our own families, as well as for the groups and families with which we work. We must know where we want to end up and create the process to make it to the end result. This is how a winning team is created.

I'm grateful for all the winning teams we've had and will have as we move forward into the future because when we win, so do working families and our communities. Together, when we turn our dreams into vision and vision into reality, we truly build the greatest legacy ever.

"There is hope in dreams, imagination and the courage of those who wish to make those dreams a reality." — Jonas Salk

What have you done today to turn your dreams into reality? 🍀



EXECUTIVE COUNCIL HELPS HOMELESS YOUTH IN NASSAU, BAHAMAS

AIL/NILICO's newly announced 2017 Executive Council, at Atlantis (Paradise Island), Bahamas for their first meeting partnered with Ranfurly Homes for Children as part of our Closer to the Heart program. Steve Greer presented donations totaling \$14,325 to Alexandra Mailis-Lynch, Executive Director of Ranfurly Home.

The Ranfurly Homes for Children has been a safe haven for thousands of Bahamian children since 1956, when downtown Nassau had a devastating fire. During the aftermath and clean up, Lady Hermione Ranfurly, wife of the then Governor General, the Earl of Ranfurly, discovered a group of homeless children sleeping in cardboard boxes

in buildings and alleys near the burnt buildings. Lady Ranfurly was moved by what she saw and used her local and international contacts to found the home.

Ranfurly Home provides a safe, structured environment for children who have been orphaned, abused, neglected or abandoned. They are equipped to house up to 40 adolescent and teen boys and girls at a time. Ranfurly provides everything for the children including food, shelter, a private education, clothing and extracurricular activities. They provide professional counseling for residents since most have been abused or survived great personal trauma.

NEW ASSOCIATES

PER MANAGER



SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Robert Rummel	9	Allan Jennings	Kevin Absolon	3	Sabrina Lloyd	Sarah Acker	2	Cochran-Kramme	Charlianna Timpe	2	Travis Moody
Martuan Sample	8	Zachary Hart	Zhdanka Nykiel	3	Sabrina Lloyd	Sacramento Juarez	2	Cohen-Cohen	Makayla Proffit	2	Cisco Perez
Cara Griffin-Locker	7	Matt Henderson	Walter Icaza	3	Beto Quintero	Issac Estrada	2	Richard Correa	Wadnerson Boileau	2	Beto Quintero
Ziad Afouallah	7	Theodore Pappas	Quinn Allen	2	Altig-Orlovic	Jadyn West	2	Richard Correa	DeShannon Boyd	2	Raymond Risucci
Myaa Fallon	5	Sabrina Lloyd	Ryan Fogel	2	Altig-Orlovic	Patrick Nganyou Tchoungui	2	Laura Fisher	James Sherwood	2	Surace-Smith
Brandon Neal	4	Zachary Hart	John Lamere	2	Altig-Orlovic	David Ruhara	2	Laura Fisher	Ryan Vance	2	Surace-Smith
Areli Medina	4	Sabrina Lloyd	Cameron Marcus	2	Altig-Orlovic	Alexa Vega	2	Giglione-Ackerman	Francisco Vasquez	2	Michael Vasu
Skay Nusenu	4	Sabrina Lloyd	Mitchell Page	2	Altig-Orlovic	Julian Dickinson	2	Zachary Hart	Antoinette Williams	2	Michael Vasu
Dulce Paz	4	Sabrina Lloyd	Derek Thompson	2	Altig-Orlovic	Keona France	2	Kyle Johnson	Anthony Cao	2	Jamison Weatherspoon
Kendall Wilson	4	Sabrina Lloyd	Mathew White	2	Altig-Orlovic	Aleksandra Brzozowski	2	Sabrina Lloyd	Yatshia Wallace	2	Jeremy Welch
Samuel Barriere	3	Cohen-Cohen	Brandon Foster	2	Simon Arias	Alexis Marin	2	Sabrina Lloyd			
Michael Jennings	3	Ryan Giddens	Travis Vaughn	2	Simon Arias	Luke DV Winters	2	Sabrina Lloyd			
Lawerence Smith	3	Allan Jennings	Timothy Chandler	2	Arias-Cimino	Jon Houser	2	Brandon MacDonald			

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Marian Sertler	18	Sabrina Lloyd	Troy Plummer	4	Altig-Orlovic	Darrell Asbell	3	Altig-Orlovic	Corey Hallam	3	Giglione-Ackerman			
Andre McCallum	12	Zachary Hart	Nikola Subotic	4	Altig-Orlovic	Luc Do	3	Altig-Orlovic	Joshua Crisp	3	Zachary Hart			
Zach Otto	11	Sabrina Lloyd	Joseph Tomanovich	4	Altig-Orlovic	Blake Higuchi	3	Altig-Orlovic	Lamar Livingston	3	Zachary Hart			
Nicholas Engrav	10	Chris Hernandez	Stephen Jeung	4	Cohen-Cohen	Christopher Hintz	3	Altig-Orlovic	Michael Stuver	3	Zachary Hart			
Maxx Schumann	10	Allan Jennings	Matthew Turnquist	4	Richard Correa	Patrick Stenglein	3	Altig-Orlovic	Samuel Cohen	3	David Hausman			
Syed Quadri	10	Theodore Pappas	James Bailey	4	Nigel Crowe	Tyler Worstell	3	Simon Arias	Kerlens LaRose	3	Matt Henderson			
Beau Locker	9	Matt Henderson	Mack Doby	4	Joseph Diecedue	Aaron Haynes	3	Arias-Cimino	Candice Anderson	3	Chris Hernandez			
Erez Shabtay	9	Michael Vasu	Gary Slocum	4	Desi Dimitrova	Bernard Ballou	3	Slav Bitman	Jeremy Rivers	3	Kyle Johnson			
Richmond Gerrish	6	Laura Fisher	Ryan Hall	4	Laura Fisher	Jordan Chalom	3	Josh Chalom	Jonathan L Jones	3	Corey Neff			
Christina Meyer	6	Sabrina Lloyd	Robert Locke	4	Ryan Giddens	Lorena Barriere	3	Cohen-Cohen	Michael Cirelli	3	Dorian Oldham			
Chelsie Otto	6	Sabrina Lloyd	DeAnthony Hartman	4	Zachary Hart	Mauri Ramirez	3	Cohen-Cohen	Nicholas Moore	3	Oldham-Gryska			
Steven Rios	6	Sabrina Lloyd	Chad McLaughlin	4	Matt Henderson	Joshua Krueger	3	Richard Correa	Andrew Wagner	3	Oldham-Gryska			
Begona Patino-Lopez	6	Cisco Perez	Curtis Henderson	4	Allan Jennings	John Nieves	3	Richard Correa	Calvin Irving	3	Theodore Pappas			
Geddes Robinson	6	Raymond Risucci	London Nelson	4	Kyle Johnson	Aaron Voege	3	Nigel Crowe	Vincent Meyer	3	Chad Potts			
Marc Salvaggi	6	Surace-Smith	Amy Baird	4	Brandon MacDonald	Joy Vann-Austin	3	James Cunningham	Robert Kanaan	3	Imran Satti			
Andre Bent	5	Bob Olson	Tucker Gregor	4	Travis Moody	Gevorg Yanukyanyan	3	Desi Dimitrova	Alex Normandeau	3	Imran Satti			
Melne Hughes	5	Bob Olson	Kimberly Hamilton	4	Oldham-Gryska	Brian Zuzick	3	Laura Fisher	Nicholas Scordos	3	Surace-Smith			
David Wang	5	Bob Olson	Nasr Quadri	4	Theodore Pappas	Paul Zuzick	3	Laura Fisher	William Robinson	3	Kris Thieme			
Michelle Martinez Aviles	5	Beto Quintero	Noel Rose	4	Tom Williams	Anita Ferris	3	Steve Friedlander	Aaron Ralston	3	Jeremy Welch			
Daniel Hartwig	5	Surace-Smith	Julianne Scavo	3	Erin Allen	Craig Strompf	3	Cindy Furer						

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Dale Meyer	10	Chris Hernandez	Fran Kolos	3	Giglione-Ackerman	Thomas Huynh	2	Cohen-Cohen	Branden Griffin	2	Oldham-Gryska
Chirotam Ilokuwu	10	Allan Jennings	Robert Biser	3	Zachary Hart	Albert Lau	2	Cohen-Cohen	Marie Campbell	2	Bob Olson
Brenda Fox	9	Zachary Hart	Jason Green	3	Zachary Hart	Kimberle Spooner	2	Richard Correa	Carrie Hammer	2	Bob Olson
Megan Johnson	9	Michael Vasu	Nic Iagulli	3	Zachary Hart	Robin Gonzalez	2	James Cunningham	Richard Pazak	2	Bob Olson
Shalom Chaimov	8	Theodore Pappas	Deonte Jones	3	Zachary Hart	Attar Chalif	2	Laura Fisher	Justin Diaz	2	Theodore Pappas
Karen Salek-Cuzmar	7	Matt Henderson	Sherly Philippe	3	Matt Henderson	Michael Russo	2	Laura Fisher	Andy Dorf	2	Theodore Pappas
Patrycja Grudzinska	6	Sabrina Lloyd	Brandon Hughes	3	Chris Hernandez	Cameron Stanley	2	Laura Fisher	Aziz Farsakh	2	Theodore Pappas
Steven Baum	5	Sabrina Lloyd	Cory Mulherin	3	Corey Neff	Mele Makau	2	Steve Friedlander	Amr Shater	2	Theodore Pappas
Nedal Kawash	5	Sabrina Lloyd	Donald Dulaney	3	Bob Olson	Jordan Warner	2	Cindy Furer	Christine Moore	2	Byron Paz
Shiv Patel	5	Sabrina Lloyd	Pamela Randle	3	Bob Olson	Casey Finley	2	Ryan Giddens	Susan Bedrossian	2	Cisco Perez
Waleah Salah	5	Sabrina Lloyd	Charisma Dezone	3	Theodore Pappas	Christine DiSanto	2	Giglione-Ackerman	Michael Perez	2	Cisco Perez
Hemerson Gonzalez	5	Beto Quintero	Joshua MacCabe	3	Imran Satti	Danielle Morales	2	Giglione-Ackerman	Howell Smith	2	Cisco Perez
Iva Plummer	4	Altig-Orlovic	Mike Paragiou	3	Surace-Smith	Ryan Orloski	2	Giglione-Ackerman	Michael Patty	2	Chad Potts
William Tompkins	4	Ryan Giddens	Dean Gushi	2	Altig-Orlovic	Jesus Tolentino	2	Giglione-Ackerman	David Rigney	2	Scott Rehberg
Joshua Garrison	4	Zachary Hart	Michael Mandella	2	Altig-Orlovic	Stuart Pagan	2	Mathew Hart	Christopher Muraca	2	Albert Serur
Derek Foore	4	Surace-Smith	Steven Stensrud	2	Altig-Orlovic	Takiyah Smith	2	David Hausman	Brent Bowling	2	Surace-Smith
Daniel Li	3	Altig-Orlovic	Dylan White	2	Altig-Orlovic	Pedro Lemos	2	Matt Henderson	Arien Seemann	2	Surace-Smith
Randy O'Campo	3	Altig-Orlovic	Vincent Campana	2	Simon Arias	Dalyn Quilausing	2	Matt Henderson	Karima Hartani	2	Kris Thieme
Sara Kamalvand	3	Arias-Cimino	Jordan Lacy	2	Simon Arias	Joseph Rotolo	2	Matt Henderson	Tiffany Babin	2	Michael Vasu
Sharon Barnes	3	Slav Bitman	Joseph McCallister	2	Simon Arias	Matthew Simon	2	Chris Hernandez	Adam Kidikas	2	Michael Vasu
Nathan Hunt	3	Richard Correa	Ryan Ohm	2	Simon Arias	Kasey Williamson	2	Chris Hernandez	Evelyn Howell	2	Jamison Weatherspoon
Alma Lozano	3	Richard Correa	Jennifer Reed	2	Simon Arias	Asiguy Haugabook	2	Kyle Johnson	Timothy Barry	2	Jeremy Welch
Allen Watson	3	Nigel Crowe	Michael Russin	2	Simon Arias	Jon Houser	2	Brandon MacDonald	Zachary Gallo	2	Jeremy Welch
Shayla Williamson	3	James Cunningham	Kassandra Perez	2	Jose Carvajal	Ashley Flood	2	Travis Moody	Luiz DeOliveira	2	Tom Williams
Ekaterina Andreeva	3	Joseph Diecedue	Ranjana Chopra	2	Josh Chalom	Kanon McGee	2	Dorian Oldham			
Zonia Ramirez	3	Desi Dimitrova	David Brooks	2	Samantha Chui	Michelle Couette	2	Oldham-Gryska			

RGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Robert Janev	35	Sabrina Lloyd	Ryan Fickert	25	Zachary Hart	Alex Roland	14	Allan Jennings

NEW ASSOCIATE – \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:
SA & GA – at least two new associates during the month
MGA – at least three new associates during the month
RGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.


LEGACY RECRUITING PROGRAM



Legacy Recruiting provides opportunity for **all Agents** to earn an **additional monthly income stream** above and beyond regular recruiting efforts performed by Managing Agents!

TOP PAYOUTS* FEBRUARY

TOTAL PAYOUT: **\$297,831** TOTAL QUALIFIERS: **690**

 Ryan Kendl \$3,150 Altig-Orlovic	 Jonathan Daal \$3,028 Steve Friedlander	 Walter Icaza \$2,552 Beto Quintero	 Zach Speer \$2,233 Altig-Orlovic	 Kimberly Bird \$2,139 Bob Olson
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NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL	NAME	TOTAL
Ryan Kendl	\$ 3,150	Gina Merico	\$ 1,241	Kenan Hyseni	\$ 1,050	Michael Mandella	\$ 768	Liam Flaherty	\$ 591
Jonathan Daal	3,028	Skylar Popowich	1,228	Claudio Mau	1,050	Francisco Vasquez	746	Megan Johnson	590
Walter Icaza	2,552	Viola Scott	1,227	Isaac Carpenter	1,044	Thomas Lypps	746	Alicia Nieman	586
Zach Speer	2,233	Robert Jordan	1,224	Brittany Moore	1,031	Michelle Martinez Aviles	741	Ryan Hall	585
Kimberly Bird	2,139	Patrick Bendure	1,222	Lawerence Smith	1,031	Juan Estevez	738	Oleg Novitchii	585
Jennie Campbell	2,127	Kathryn Hayslette	1,222	Mark Dushaj	1,028	Chelsea G Davis	734	Mark Neilson	584
Nathan Sanzo	2,083	Megan Wilkes	1,218	Banel Batchelor	1,022	Jasmin Gallaga	716	Kaela Teilhaber	583
John Pishnock	2,039	Chelsea Majewski	1,211	Jordan Lacy	1,016	Orby Kelley	716	Daniel Prinzo	582
Ivonne Perez	1,992	Colin Weathers	1,202	Skye Miller	1,009	Crystal Melao	714	Kory Louvelle	578
Kolby Dalcour	1,975	Christina Ingram	1,190	Evan Chiles	1,008	Joshua Yurinko	711	Sterling Tallman	577
Mynor Lemus	1,913	Scott Whatley	1,189	Diane Stevenson	1,007	Frank Cordaro	711	Kathryn Donlon	576
Cole Hatfield	1,900	Daniel Santistevan	1,183	James Chun	1,000	Dulce Paz	702	Nico Gianfrate	573
Dylan Murphy	1,694	Jimmy Marzouka	1,181	Natalie Gage	1,000	Jaclyn Spinella	701	Robert Haley	569
Sandra Williams	1,669	Jameetri Washington	1,178	Jonathan Galvin	1,000	Tyler Mabry	690	Chaz Hutcherson	567
Nedal Kawash	1,611	Anthony Evans	1,149	Samantha Methvin	1,000	Nestor Millan	689	Ashleen Narayan	566
Johnny Ly	1,573	Jose Viramontes	1,140	Sandra Norwood	1,000	Corey Niro	687	Robert Rummel	561
Aracelis Mota	1,549	Teresa Olekszyk	1,138	Charliemaine Pangan	1,000	Zorica Lucic	687	Antoinette Williams	558
Stevona Delgado	1,481	Scotty Groves	1,137	John Conard	975	Matthew Dawson	684	Nicholas Scordos	557
Kendall Wilson	1,481	Shevy Thompson	1,126	Joshua Dishong	943	Martin Miller	675	Nicholas Moore	553
Skay Nusenu	1,462	Daniel Hoffman	1,118	Matthew Neish	937	Larry Finch	675	Aileen Varela	553
Stephanie Kell	1,432	Manuel Diaz	1,116	Indejit Toor	936	Pablo Solis	674	Paul M Smith	549
Ruthann Stewart	1,426	Ryan Baer	1,114	Evelyn Juarez	917	Edmaggie Myrthil	669	Alex Paguio	549
Matthew Parks	1,402	Nina Marte	1,114	Steven Rios	913	Anthony Dixon	668	Edward Nguyen	543
Areli Medina	1,396	Cody Hourigan	1,111	Kristen Brown	912	Leonardo Perez	654	Eboni Cross	536
Korey Cyfers	1,376	Craig Hewitt	1,109	Cory Cannataro	905	Darrin Roberts	654	Jonathan L Jones	528
Moises Duran	1,358	Misti Beach	1,108	Carrie Hammer	890	Joseph Corwin	640	Joseph Corwin	524
Wadnerson Boileau	1,347	Joseph Schleicher	1,105	Andy Sertler	872	Julianne Scavo	628	Amadeius Cheadle	520
Lesterfur Rocker	1,343	Elijah Mitchell	1,103	Evette Moore	867	Shai Mate	626	Marie Laine	519
Carolyn Moses	1,341	Adam Kohout	1,101	Leamber Saffold	867	Dionne Yarbrough	625	Christina Jauch	519
Jazmine Castillo	1,309	Joel Lissade	1,098	Jake Yagjian	863	Robert McCarthy	623	Nicole Palmer	518
Nikola Subotic	1,288	Ashley Modzelewski	1,097	Travis Kovach	844	Janice Moseychuck	617	David Rockway	516
Reuben Moser	1,287	Vincenzo Carrasco	1,090	William Tompkins	834	Jon Flexner	615	Jon Flexner	516
Domonique Rodgers	1,286	Nic Iagulli	1,090	Maria Montoya	825	Robert Adrahtas	614	Johnny Ramos	515
Elizah Smart	1,266	Eric Allebach	1,078	Michael Cirelli	816	Joshua Reyes	611	Henderson Hoyte	514
Paul Blain	1,261	Sean Dick	1,077	Anthony Burke	794	Southern Foster	605	John Nieves	513
Anthony Newman	1,253	Scott Callander	1,073	Jacob Vargas	784	Nicole Khochaba	601	Derek Pratt	512
Amber Bird	1,244	Samy Jacques	1,064	Derek Thompson	783	Shane Cabral	595	Kelly Collins	512
Michael Patty	1,244	Spencer Cephas	1,062	Amy Baird	782	Alden Okamura	595	Zachary Gallo	500
Matthew Japhet	1,243	Brandon Mendez	1,055	Minh Phung	773				

TOP RECRUITING AGENTS* FEBRUARY

TOTAL LEGACY RECRUITERS: **269** TOTAL LEGACY RECRUITS: **322**

 Kendall Wilson 5 Recruits Sabrina Lloyd	 Skay Nusenu 4 Recruits Sabrina Lloyd	 John Conard 3 Recruits Simon Arias	 Carrie Hammer 3 Recruits Bob Olson	 Walter Icaza 3 Recruits Beto Quintero
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NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Kendall Wilson	5	Antoinette Williams	3	Mark Dushaj	2	Jimmy Marzouka	2	Steven Rios	2
Skay Nusenu	4	Sandra Williams	3	Zachary Gallo	2	Shai Mate	2	Leamber Saffold	2
John Conard	3	Amy Baird	2	Cole Hatfield	2	Areli Medina	2	Zach Speer	2
Carrie Hammer	3	Cory Cannataro	2	Avi Kauderer	2	Aracelis Mota	2	Sterling Tallman	2
Walter Icaza	3	Vincenzo Carrasco	2	Adrian Kryczka	2	Alexander Pham	2	Shevy Thompson	2
Stephanie Kell	3	James Chun	2	Zorica Lucic	2	John Pishnock	2	Joy Vann-Austin	2
Andy Sertler	3	Jonathan Daal	2	Thomas Lypps	2	Skylar Popowich	2	Francisco Vasquez	2
Nikola Subotic	3	Joshua Dishong	2	Michael Mandella	2	Brandon Ramm	2	Zachary West	2

TOP RECRUITING AGENTS* YTD

TOTAL LEGACY RECRUITERS: **453** TOTAL LEGACY RECRUITS: **577**

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Kendall Wilson	5	Skay Nusenu	4	Aracelis Mota	3	Ashley Rust	3	Carrie Hammer	3
Antoinette Williams	5	John Conard	4	Areli Medina	3	Daryl Graham	3	Avi Kauderer	3
Stephanie Kell	4	Nikola Subotic	4	Andy Sertler	3	Jon Flexner	3	Jon Flexner	3
Johnny Ly	4	Francisco Vasquez	4	Sandra Williams	3	Thomas Lypps	3	Michelle Martinez Aviles	3
Amy Baird	4	Walter Icaza	3	Nicholas Scordos	3	Austin Timmons	3	Christopher Akins	3

■ By Incentive Structure Payout. Top Legacy Recruiting Agents listed earned at least \$500.
 ▼ By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.
 ● Spotlight will picture the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. In case of a tie, top Legacy Recruiting Agents will be determined by total Incentive Structure Payout as long as minimum Retention/Net to Gross standards are met.
 ★ The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Torchmark Achievement Award eligibility due to the counts being calculated differently.

LEGACY RECRUITING CLUB

MEMBERS

— By Number of Eligible Legacy Recruits*

 Kendall Wilson Sabrina Lloyd 15 Recruits Gold	 Michael Cirelli Dorian Oldham 15 Recruits Gold	 Nicholas Moore Oldham-Gryska 11 Recruits Silver	 Johnny Ly Giglione-Ackerman 10 Recruits Silver	 London Burnett Surace-Smith 10 Recruits Silver	 Natalie Linker Bob Olson 10 Recruits Silver
 Julianne Scavo Erin Allen 6 Recruits Bronze	 Francisco Vasquez Michael Vasu 5 Recruits Bronze	 David Rockway Bob Olson 5 Recruits Bronze	 Amy Baird Brandon MacDonald 5 Recruits Bronze	 Michael Clemente Simon Arias 5 Recruits Bronze	 Dustin Dunlap Surace-Smith 5 Recruits Bronze
 Ryan Fickert Zachary Hart 5 Recruits Bronze	 Donald Gregoire Tom Williams 5 Recruits Bronze	 Edy Haddad Brian Traboulay 5 Recruits Bronze	 DeAnthony Hartman Zachary Hart 5 Recruits Bronze	 Violetta Raddell Oldham-Gryska 5 Recruits Bronze	 Michael Stuver Zachary Hart 5 Recruits Bronze
 Joshua Yurinko Simon Arias 5 Recruits Bronze	 Nikola Subotic Altig-Orlovic 5 Recruits Bronze	 Timothy Chandler Arias-Cimino 5 Recruits Bronze	 Jamil Harris Daniel Umbertone 5 Recruits Bronze		


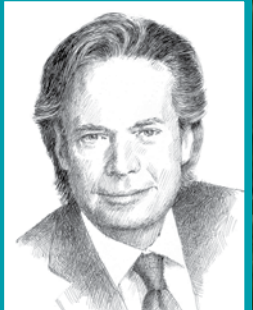









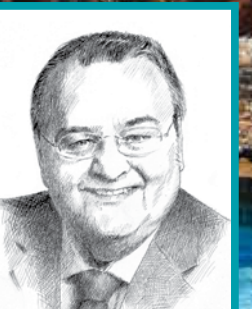

EXECUTIVE COUNCIL

2017

The newly selected 2017 American Income Life/National Income Life Executive Council met in Atlantis, Paradise Island, Bahamas March 9-12.

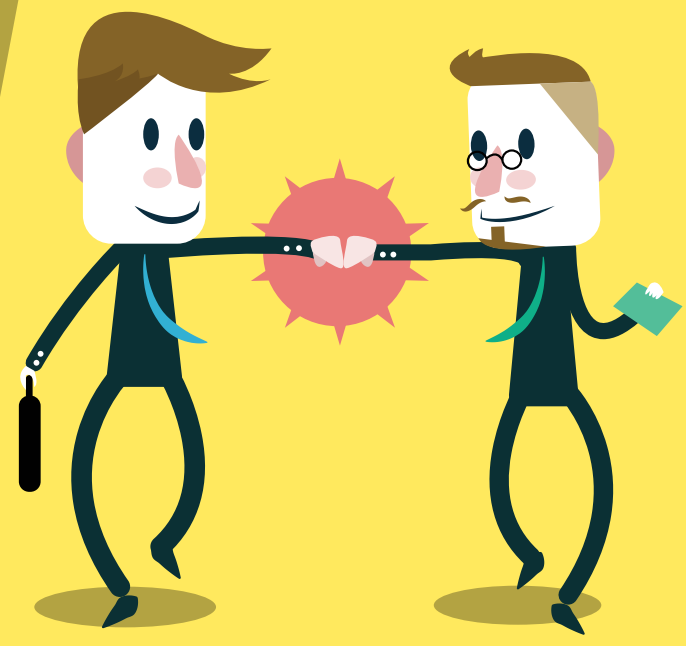
This elite group of Agency leaders serves in an advisory capacity to executive management to help guide our Company into the future. The Council acts as a bellwether for the upcoming spring SGA meeting, which will be held in Los Cabos in April.

Congratulations to our new Executive Council!

 DAVID ACKERMAN	 RICK ALTIG	 SIMON ARIAS	
 JOSE CARVAJAL	 LAURA FISHER	 ERIC GIGLIONE	
 MAT HART	 ZACH HART	 MATT HENDERSON	
 COREY NEFF	 DURHON OLDHAM	 ILIJA ORLOVIC	 THEO PAPPAS

*A Legacy Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP

LEARN FROM THE BEST:



A Salute to a Friend



Domenico Bertini
Executive Vice President
AIL & NILICO

HERE'S WHAT I REMEMBER ABOUT the day I joined AIL: fear; the fear of sales and the fear of rejection. And here's what I remember when I had my first rejection: my manager saying, "It's important to maintain faith that after every no, there's a yes waiting to happen. Remember the math we went over in training."

Then one day I was chatting with a top producer in the agency and when I asked him what his secret to success was, he said that in the beginning he was just as fearful as I was, but he trained himself to look and sound like an expert when he was with a client. He started to always be positive when presenting, offered solutions to the questions instead of "closing" the deal and, like magic, his sales started to increase.

Not convinced, I remember asking him how we can always be positive and his answer had an additional twist: he visualized success.

Just like many Olympic athletes visualize becoming medal winners. He said, "Before you enter the house, close your eyes and imagine you're having a successful presentation and imagine the client having a positive experience with you." Imagine that you're always giving great ideas to your prospect rather than selling a product.

He also taught me to always use the prospect's name. People love to hear their name and subconsciously, when calling people by their name, their emotional disposition becomes friendly. He also said that, if you are working with several members of the same group or workplace, make sure you use testimonials. They are powerful, as people trust their peers who have already bought a product from a sales person.

His advice continued with making sure you explain the benefit of the products you are presenting, how it's going to protect their families. Remind them that because you're there now, it's going to save them time to look for another company for protection.

And most importantly, the best lesson he taught me was how important renewals are. We work hard today to enjoy life more tomorrow. He had the highest quality of anyone else in the company; so high that Mr. Rapoport recognized him in the 90s on stage at convention with a very generous bonus for finishing the

year with over \$100,000 of net ALP and 99% 13-month persistency. Can you imagine that?

He always taught me to feed the mind with positive thoughts. He, like Zig, knew that changing the mind's input would change the emotional output. Positivity was his food and it became mine.

This state of mind has allowed him to fight against medical challenges and keep a smile even in the worst of moments. He turns 80 in April and I will always be grateful for his friendship and the lessons he did not even know he was teaching me.

Here's to Gary Hausman, the greatest quality agent our company has ever had. 🍷



Gary and Judy Hausman, long time members of the American Income Family.



“ Good leaders must **COMMUNICATE** vision clearly, creatively, **AND CONTINUALLY.** However, the vision doesn't **COME ALIVE** until the **LEADER** models it. ”

- JOHN C. MAXWELL

CONTINUE TO BUILD YOUR LEGACY

AIL/NILICO Leadership Academy schools are taught by proven leaders who have been where you are and succeeded in real life. Guest speakers are top field sales leaders. The curriculum begins with the absolute basics and builds in depth and complexity. Sessions are fast moving, high energy, and packed with info you can put to work for you immediately.

If you are interested in furthering your career in management, talk to your SGA about qualifications. These sessions fill quickly, so don't delay.

Dates are always subject to change.

LEADERSHIP 101:
Fundamentals of Agency Building
April 10-12, June 12-14, September 25-27

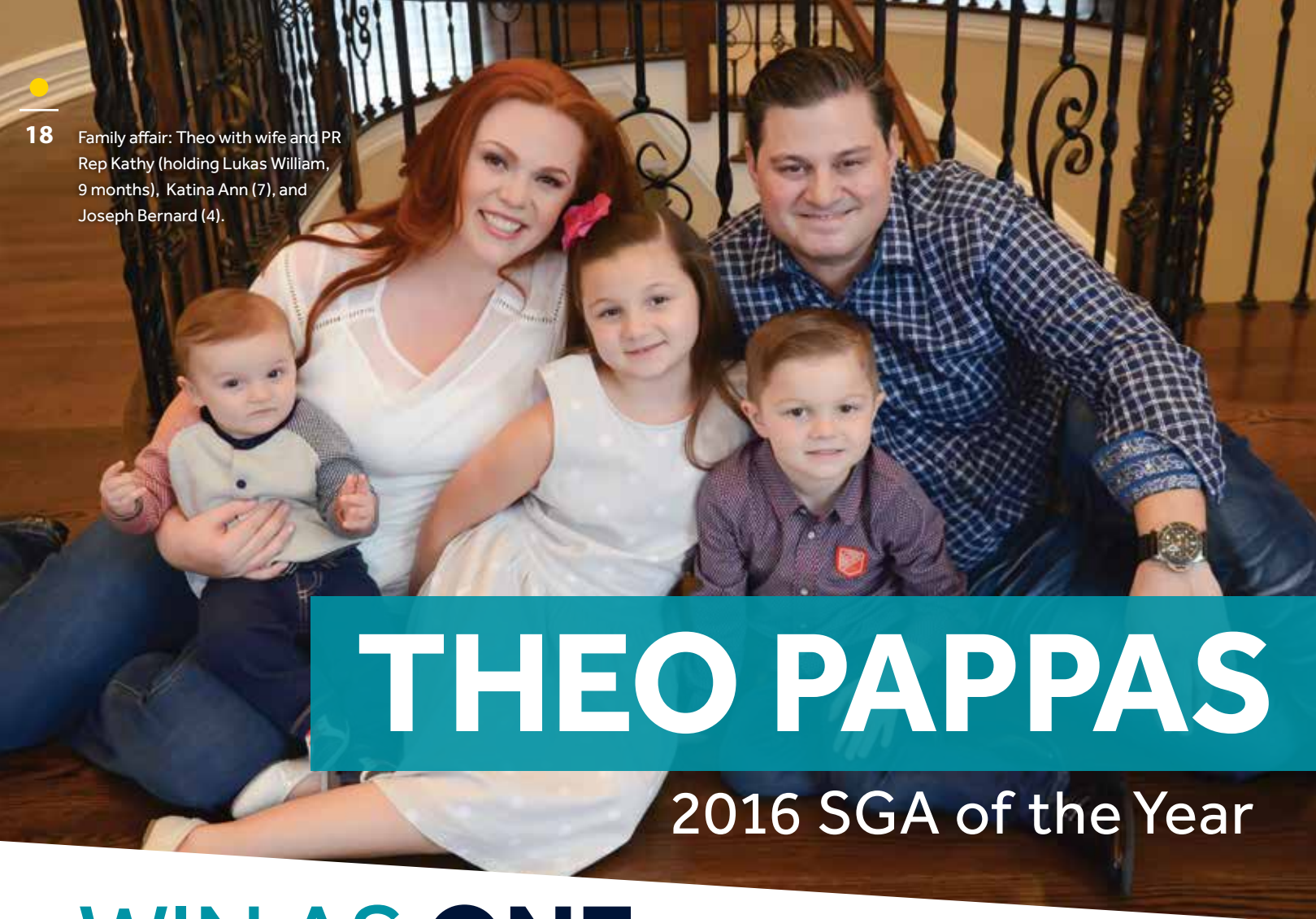
LEADERSHIP 201:
Building for Ownership
August 15-16

LEADERSHIP 301:
Strategic Agency Leadership Training (Top Gun)
October 17-18

LEADERSHIP 401:
Results Driven Leadership
September 6-7



Family affair: Theo with wife and PR Rep Kathy (holding Lukas William, 9 months), Katina Ann (7), and Joseph Bernard (4).



THEO PAPPAS

2016 SGA of the Year

WIN AS ONE

Every once in a while, you come across someone whose personality, drive, passion and zest for life are such that the best way to describe that person is "larger than life" or "a force of nature." Anyone who knows him will agree these are apt descriptions of our 2016 SGA of the Year, Theo Pappas.

Predictably, Theo is quick to deflect credit for the honor to the members of his Agency office team. "Coming from behind to win Category I by .4% can only happen when your entire team pulls together to make it happen. Our office staff did a great job, our associates did a phenomenal job with (MGA) Muhammed Ashraf leading the way. Our leadership went beyond and above." He is quick to add, "Also never take the support from home for granted since we could not do anything without our families supporting us."

With an Agency theme of Win As One last year, the Pappas SGA office started out to simply have a great year for themselves, having set a goal of achieving 20% growth. Up until September of 2016, the Agency wasn't even in contention to

win Category I. Theo says, "Once we realized the opportunity was in sight, our team came together. Each day and week that passed in December, the Agency's belief and excitement increased to a fury I've never seen before."

This is not the first time the Pappas SGA office has been in the winner's circle. They won Category 3 in 2011 and Category 2 in 2012. Theo himself is a 7-time Executive Council member. "When we look back at 2016, I believe what we will take away from it is that anything is possible as long as you believe and back up that belief with hard work and a plan to execute. When everyone executes together, great things truly happen," says Theo.

Theo summarizes 2016 by saying, "We left everything on the field and we gave it all we had. I am so blessed to be a part of this agency and more blessed to be able to lead them in the capacity in which I do. I am so proud of their execution and achievements in 2016."

Congratulations to Theo and the entire Pappas SGA office for winning the battle of the century for Category II!

When everyone executes together, great things truly happen.



"Congratulations, Theo, on your amazing accomplishments! You have an inspired team who broke records and did it with incredible enthusiasm. That's a testament to your leadership. I remember the early days, when you brought your patented brand of humor to the business, and yet still managed an intensity, commitment and competitiveness that is admirable. You're a credit to your organization, this amazing company and the leaders you inspire around the world every day. Let's make 2017 even more special!"
— DAVID ACKERMAN

"As great of an honor as SGA of the Year award is, Theo's real honor is the legacy that will live on forever in the lives of the new SGAs he's helped become successful. A true leader is one who leads by example & shares success with, mentors, and takes care of the next generation of leaders – Theo is definitely a true leader. Congratulations Theo, we are so happy for your success; the only thing we are more excited about is the way in which you won!"
— RICK ALTIG AND ILIJA ORLOVIC

"What a fantastic year for you and your Agency! This award is certainly well-deserved! Over the years, I've watched you grow your agency and your family, and I have personally grown to love you. God bless you and your family, and congratulations to you and your agency! Let's continue to stay inspired, take it to the next level, and most importantly keep GRINDING!"
— SIMON ARIAS

"Theo has been an inspiration to me ever since I met him at Leadership Academy 101 when I was just an SA in June 2011. Theo's charismatic personality and leadership skills are true reflections of his character. He lives and bleeds NILICO and he has a passion for the Company like no other. Looking forward to his speech in Cancun; I couldn't think of someone more deserving. Congratulations on this prestigious award!"
— JOSE CARVAJAL

"Congratulations Theo and the entire Pappas SGA office on an amazing 2016! You guys are an inspiration to all of us."
— LAURA FISHER

"To know Theo is to love him. If Bernard were alive today I believe that is exactly what he would say. I have known and worked with Theo for a long time and the longer I know him, the more I admire and respect how far he has come. There is no one more deserving of this award than Theo, who is not only a great leader, but a devoted loving father, a great husband and someone whom I am fortunate to call my friend. Congratulations stud... a sign of things to come for you and your Agency!"
— ERIC GIGLIONE

"This most likely was the toughest and closest race in the history of the company. To watch the strength of this team down the stretch as year-end was closing out paralleled this year's Super Bowl. Simply Amazing, but not surprising comeback. Theo, you have a brilliant mind and have been a constant leader I seek advice from. I applaud you and your team efforts are well deserved! Congrats my friend."
— MAT HART

"Great year, Theo! It's simply amazing what your team was able to accomplish. You have been proven year in and year out to lead the SGA body to do more. Blessed to call you a friend! Keep raising the bar to give all us new guys something to dream about!"
— ZACH HART

"Theo is a great leader, husband, father and friend! You always know he is present because of his loud, hearty laugh! Congrats on SGA of the Year, Theo."
— MATT HENDERSON




















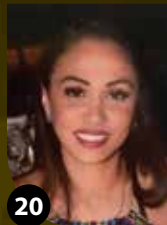



"Congratulations to you and your team for a remarkable achievement and tremendous year. We've always been your biggest fans and this award is well deserved for the consistent perseverance throughout the years. You're the first one to offer a hand in time of need and this achievement is reflective of your generosity, your fortitude, and your leadership ability. We've always been blessed to have you, Kathy, Katina, Joey, and Lukas in our lives and from Emily, Rachael, Sage, the Jennings SGA office, Cowboys Nation, and myself we all say 'Job Well Done!' You're family and we love you!"
— ALLAN JENNINGS

"Theo has always been a man with the utmost honesty, integrity and trust. For those who know him, he is blunt and to the point with his words and advice and that's why we love him. Congrats to a great SGA, leader and overall great man. Thanks for all that you do."
— COREY NEFF

"Congratulations, my brother, on an amazing year and for earning this well-deserved honor. Being an SGA in New York poses special challenges that other SGAs don't face, and to see how you have addressed those challenges in such an awesome manner is truly inspiring. Well done!"
— DURHON OLDHAM

"Theo, congrats for achieving such a milestone in your career! SGA of the Year. Wow! I have been privileged to work alongside you as an MGA for a few years and to work with you when you were my SGA. During both those times you taught me a lot about the business but more so being a person of character, integrity, ethics and a family man. You always put your family and the people you serve first and everyone around you knows that and that is why you and your agency continue to do so well. You're a leader, a fighter and you deserve this award and all the success that you're having. Congrats again to you, Kathy, your children and your amazing agency!"
— PHIL PRATA

"Congratulations Theo! I can't think of a more deserving person for this award. What your agency did in 2016 was absolutely incredible. I remember the first Council meeting you were on, and the growth of your agency since then is a testament to your leadership. It is an honor to call you a peer, but it is TRULY an honor to call you my friend. Once again congratulations to the Pappas family."
— TOM WILLIAMS

 1 AL ALKURDI LOMBARD, IL	 2 STEVEN SPARKES CONCEPTION BAY SOUTH, NL	 3 CORY CANNATARO EDISON, NJ	 4 KATIE MASSART COCHRANE, AB
 5 MARK LOMONACO RIGBY, ID	 6 ALA AWAD IRVING, TX	 7 ANGELA DEVIVO WEXFORD, PA	 8 MICHAEL VAN DELFT HALIFAX, NS
 9 JARRED SPANBAUER ROSEVILLE, MN	 10 NICHOLAS TRIANTAFYLIDIS MIDDLETOWN, CT	 11 YURIY KOISOVAN ROSEVILLE, MN	 12 CRYSTAL MELAO SANTA ROSA, CA
 13 ANDI KECA SCHAUMBURG, IL	 14 JOEY KENNEDY HENDERSONVILLE, TN	 15 CODY SPENCER HONOLULU, HI	 16 ELBA VARGAS WEXFORD, PA
 17 MICHAEL BURNINGHAM AMMON, ID	 18 GREGORY GRAHAM BLUE BELL, PA	 19 HENRY INGRAHAM POMPANO BEACH, FL	 20 YARA MUSTAFA POMPANO BEACH, FL
 13 ALICIA VISBAL WEXFORD, PA	 14 MATTHEW LEHMAN COLOMBUS, OH	 15 JARED WILLIAMS HOUSTON, TX	

ICEBREAKERS

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

FEBRUARY

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Al Alkurdi	\$66,914		81.4	David Wang	Bob Olson
2	Steven Sparkes	51,541		77.1	Brandon Summerton	Altig-Orlovic
3	Cory Cannataro	38,331	95		Dominic Telymonde	Giglione-Ackerman
4	Katie Massart	34,807		83.3	John M McGrath	Altig-Orlovic
5	Mark Lomonaco	33,460		85.2	Richard Mansfield	Altig-Orlovic
6	Ala Awad	32,605		75.4	Alex Roland	Allan Jennings
7	Angela DeVivo	29,271		74.6	Michael Clemente	Simon Arias
8	Michael van Delft	29,144		81.3	Scott Wheeler	Imran Satti
9	Jarred Spanbauer	28,125		77.0	Joshua Rush	Chad Deley
10	Nicholas Triantafyllidis	27,231		73.0	Ryan Wilson	Philip Prata
11	Yuriy Kosovan	26,627		87.2	Yuriy Kosovan	Chad Deley
12	Crystal Melao	26,596	94		Ryan Kendl	Altig-Orlovic
13	Andi Keca	26,507	100		Marian Sertler	Sabrina Lloyd
14	Joey Kennedy	25,682		77.8	AshLynn Orng	Altig-Orlovic
15	Cody Spencer	23,576	88		Clint Uwaine	Altig-Orlovic
16	Elba Vargas	22,972		90.0	Jason Bratin	Simon Arias
17	Michael Burningham	22,804		80.1	Richard Mansfield	Altig-Orlovic
18	Gregory Graham	22,688		79.1	Gregory Graham	David Hausman
19	Henry Ingraham	20,459		88.4		Tom Williams
20	Yara Mustafa	20,427	98		Noel Rose	Tom Williams
21	Joseph Sarasin	20,315		85.2	Josh Dishong	Surace-Smith
22	Brandon Foster	19,970		74.9	Sokol Fazliu	Simon Arias
23	Max Quasem	19,818		88.4		Cohen-Cohen
24	Alicia Visbal	19,457	100		Charles Ferrari	Simon Arias
25	Michael Neuendorf	19,377		73.1	Bradley Christiansen	Altig-Orlovic
26	Gian Trinidad	19,348		84.5	Bobby Gujral	Altig-Orlovic
27	Eboni Cross	19,211	97		Jonni Ng	Altig-Orlovic
28	Samson Adelufosi	18,912		88.8		Giglione-Ackerman
29	Casey Jarratt	18,521		72.1	Ryan Kendl	Altig-Orlovic
30	Mike Sukhbaatar	18,504		92.0		Daniel Umbertone
31	Joachim Jean	18,333		87.4	Ryan Hall	Laura Fisher
32	Matthew Lehman	18,047	100		Daniel Hartwig	Surace-Smith
33	Bruce Viaje	18,013		77.4	Bobby Gujral	Altig-Orlovic
34	Oscar Graczyk	17,915	92		Erez Shabtay	Michael Vasu
35	Lily Sakai	17,900		90.2		Cohen-Cohen
36	Andrea Borjas	17,764	89		Johnny Ly	Giglione-Ackerman
37	Adem Abdula	17,641		79.3	Corey Helly	Giglione-Ackerman
38	John Tokarz	17,493	100		Matthew Diulus	Simon Arias
39	Mark Tusing	17,479		72.6	Matthew Diulus	Simon Arias
40	Dia Ghandour	17,317	83		Corey Hallam	Giglione-Ackerman
41	Andrew Bishop	17,135		78.0	Nicholas Lorence	Altig-Orlovic
42	David Hrobochak	16,898		83.4	Daven Herмосura	Altig-Orlovic
43	Joey Sales	16,804		87.3	Jonathan Emura	Altig-Orlovic
44	Glenn Arakawa	16,761		81.1	Daven Herмосura	Altig-Orlovic
45	Brock Lampe	16,724		90.6	Dustin Dunbar	Dustin Venekamp
46	Douglas Clarke	16,552		85.4	Joshua K Jackson	Joseph Diecedue
47	William Peterson	16,552	85		Nicholas Moore	Oldham-Gryska
48	Ryan Vopat	16,502		83.2	Bradley Weigand	Surace-Smith
49	Luis Miranda	16,442		77.3	Beau Locker	Matt Henderson
50	Thomas King	16,415		87.7	Darrell Asbell	Altig-Orlovic

ALL TIME RECORD: \$159,402 Net ALP — MARK NEILSON

YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Al Alkurdi	\$132,441		81.4	David Wang	Bob Olson
*2	Michael van Delft	61,362		81.3	Scott Wheeler	Imran Satti
*3	Cory Cannataro	58,550	95		Dominic Telymonde	Giglione-Ackerman
*4	Steven Sparkes	54,889		77.1	Brandon Summerton	Altig-Orlovic
*5	Casey Jarratt	50,819		72.1	Ryan Kendl	Altig-Orlovic
*6	Oleg Novitchii	50,771		87.9	Matthew Parks	Surace-Smith
*7	Bryan Juskiw	49,237		84.9	Daniel Hartwig	Surace-Smith
*8	Jacqueline Kabluyen	47,518	96		Ryan Kendl	Altig-Orlovic
*9	Mark Lomonaco	46,939		85.2	Richard Mansfield	Altig-Orlovic
*10	Nicholas Triantafyllidis	46,299		73.0	Ryan Wilson	Philip Prata
11	Cody Spencer	45,772	88		Clint Uwaine	Altig-Orlovic
12	Crystal Melao	45,068	94		Ryan Kendl	Altig-Orlovic
13	Nicholas Scordos	44,877		87.6	Nicholas Scordos	Surace-Smith
14	Joey Kennedy	44,653		77.8	AshLynn Orng	Altig-Orlovic
15	Jarred Spanbauer	41,206		77.0	Joshua Rush	Chad Deley
16	Kevin Ishikane	40,881		83.3	Blake Higuchi	Altig-Orlovic
17	Henry Ingraham	40,266		88.4		Tom Williams
18	Angela DeVivo	40,177		74.6	Michael Clemente	Simon Arias
19	Joseph Sarasin	36,830		85.2	Josh Dishong	Surace-Smith
20	Roghie Hassan Loo	36,478		82.0	Roghie Hassan Loo	Josh Chalom
21	Max Quasem	35,586		88.4		Cohen-Cohen
22	Yuriy Kosovan	35,496		87.2	Yuriy Kosovan	Chad Deley
23	Ross Ewen	35,479		79.6		Scott Rehberg
24	Mike Sukhbaatar	35,338		92.0		Daniel Umbertone
25	Yara Mustafa	35,225	98		Noel Rose	Tom Williams
26	Matthew Zang	34,663		76.7	Ryan Stenglein	Altig-Orlovic
27	Gregory Graham	34,452		79.1	Gregory Graham	David Hausman
28	Alvin Ali	34,425		74.8	Doreen Ryan-Foti	Don Foti
29	Brooklyn Mims	34,128		80.7	Lisa Richardson	Moswen Taylor
30	Gerald Dodson	33,821		82.6	Kyle Schroeder-Gurnicz	Altig-Orlovic
31	David Hrobochak	33,718		83.4	Daven Herмосura	Altig-Orlovic
32	Ala Awad	33,479		75.4	Alex Roland	Allan Jennings
33	Ryan M Vance	33,304		93.9	Marc Salvaggi	Surace-Smith
34	Mike Paragiou	33,118		77.7	Nicholas Scordos	Surace-Smith
35	Candace Dillon	32,997		75.5	Melinda Rae-Lyse	Altig-Orlovic
36	Johnathon Bogoslowski	32,994	91		Sara Vaz	Altig-Orlovic
37	Taulant Bane	32,315	94		Matthew Parks	Surace-Smith
38	Andrew Bishop	32,234		78.0	Nicholas Lorence	Altig-Orlovic
39	Ellen Schultz	31,899		78.1	Hal Herman	Oldham-Gryska
40	Elba Vargas	31,670		90.0	Jason Bratin	Simon Arias
41	Alexis Macias	31,373	96		Marian Sertler	Sabrina Lloyd
42	Richard Carter	30,715		93.8	Nicholas Lorence	Altig-Orlovic
43	Alex Gonzales	30,027	95		Alex Gonzales	Mathew Hart
44	Amos Schwartz	29,995	80		Daniel Hartwig	Surace-Smith
45	Lily Sakai	29,954		90.2		Cohen-Cohen
46	Brandon Minor	29,866		89.6	David Nham	Altig-Orlovic
47	Mark Dushaj	29,794		80.7	Ryan Fickert	Zachary Hart
48	Ian Pickett	29,450		88.3	Shai Mate	Altig-Orlovic
49	Jason Isanberg	29,228	88		Reynolds Akuamoa	Theodore Pappas
50	Rachel Fox	28,833	88			Moswen Taylor

ALL TIME RECORD: \$779,641 Net ALP — Al Alkurdi

SUPERVISING AGENTS



FEBRUARY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Adam Hanna	\$37,526	\$41,837	86		Tyler Worstell	Simon Arias
2	Mark Tusing	36,440	53,919	86		Matthew Diulus	Simon Arias
3	Skay Nusenu	34,032	34,032	93		Christina Meyer	Sabrina Lloyd
4	Brooke Bogs	33,984	33,984	92		Erez Shabtay	Michael Vasu
5	Joseph Miller	30,906	30,906	91		Levi Porto	Altig-Orlovic
6	Vincent Gravel-Michaud	29,267	29,267	95		Nikola Subotic	Altig-Orlovic
7	Sean Thormann	27,251	28,059	84		Evan Holzhauser	Giglione-Ackerman
8	Brandon Neal	26,086	28,054	98		DeAnthony Hartman	Zachary Hart
9	Brady Foreman	24,707	29,547	97		Erez Shabtay	Michael Vasu
10	James Terry	24,194	34,194	85		Kimberly Hamilton	Oldham-Gryska
11	Daisy Pyeatt	24,112	21,905		72.9	Jameetri Washington	Michael Vasu
12	Alexa Vega	23,278	21,276	80		Corey Hallam	Giglione-Ackerman
13	Candi Carlisle	22,911	21,867	89		Corey Helly	Giglione-Ackerman
14	James Sherwood	22,908	33,043		72.5	Daniel Hartwig	Surace-Smith
15	Anthony Ferraro	22,695	30,796	88		Brian Zuzick	Laura Fisher
16	Brandon Foster	21,452	46,014	83		Sokol Fazliu	Simon Arias
17	Arthur Trost	21,424	22,984	88		Steven King	Zachary Hart
18	Sacramento Juarez	21,327	29,131	97		Mauri Ramirez	Cohen-Cohen
19	Derek Thompson	21,326	21,326	90		Matt McBride	Altig-Orlovic
20	Delroy Phang	20,141	23,844		73.1	Levar Morgan	Theodore Pappas

ALL TIME RECORDS: \$286,210 1st 6 Mo Agt | \$286,210 Net ALP

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Adam Hanna	\$65,806	\$68,951	86		Tyler Worstell	Simon Arias
*2	Brooke Bogs	58,840	58,007	92		Erez Shabtay	Michael Vasu
*3	Matthew Neish	54,947	54,947	88		Christopher Bentley	Altig-Orlovic
*4	Mark Tusing	53,379	68,921	86		Matthew Diulus	Simon Arias
*5	James Sherwood	51,038	97,132		72.5	Daniel Hartwig	Surace-Smith
6	Brandon Foster	44,046	70,643	83		Sokol Fazliu	Simon Arias
7	Candi Carlisle	43,521	48,586	89		Corey Helly	Giglione-Ackerman
8	Skay Nusenu	42,897	44,033	93		Christina Meyer	Sabrina Lloyd
9	Connor Seemann	42,669	48,806	95		Ashely Wenning	Surace-Smith
10	Sean Thormann	42,190	49,128	84		Evan Holzhauser	Giglione-Ackerman
11	Cameron Ashcroft	41,436	56,516	87		Patrick Knouse	Slav Bitman
12	Tarek Elabasy	41,264	52,997		88.5	Reynolds Akuamo	Theodore Pappas
13	Joseph Miller	40,883	40,883	91		Levi Porto	Altig-Orlovic
14	Daisy Pyeatt	40,835	45,648		72.9	Jameetri Washington	Michael Vasu
15	Daniel Dunham	40,801	57,226		80.3	Liam Flaherty	Simon Arias
16	Erica Robertson	40,689	49,489	89		Britton Costa	Simon Arias
17	Derek Thompson	38,307	38,307	90		Matt McBride	Altig-Orlovic
18	Kenan Hyseni	37,614	38,237	92		Sara Vaz	Altig-Orlovic
19	Arthur Trost	37,483	38,386	88		Steven King	Zachary Hart
20	Vincent Gravel-Michaud	37,217	37,217	95		Nikola Subotic	Altig-Orlovic

ALL TIME RECORDS: \$653,097 1st 6 Mo Agt | \$959,675 Net ALP

GENERAL AGENTS



FEBRUARY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Megan Johnson	\$148,867	\$169,951	93		Erez Shabtay	Michael Vasu
2	Danielle Morales	86,894	93,037	97		Dominic Telymonde	Giglione-Ackerman
3	Nedal Kawash	65,613	61,480		85.6	Marian Sertler	Sabrina Lloyd
4	Mark Neilson	57,271	95,141	97		Ryan Kendl	Altig-Orlovic
5	Ariel Demesa	56,199	78,388		72.2	Johnny Ly	Giglione-Ackerman
6	Nathan Hunt	52,678	84,360		80.4	Joshua Krueger	Richard Correa
7	Adam Kidikas	52,264	69,706	95		Joshua West	Michael Vasu
8	Andrew Hynan	46,713	78,926		73.7	Ryan Stenglein	Altig-Orlovic
9	Robert Biser	45,409	60,063	98		Joshua Crisp	Zachary Hart
10	Alma Lozano	44,901	69,178		75.2	John Nieves	Richard Correa
11	Patrycja Grudzinska	44,898	44,898		78.0	Marian Sertler	Sabrina Lloyd
12	Dean Gushi	44,307	64,738		78.0	Dan Ikei	Altig-Orlovic
13	Hemerson Gonzalez	42,693	47,617	94		Michelle Martinez	Beto Quintero
14	Andy Dorf	40,126	45,176		81.3	Reynolds Akuamo	Theodore Pappas
15	Thomas Longino	39,931	47,747		72.4	Ernest Powell	Michael Vasu
16	Jesus Tolentino	39,544	46,467	98		Glenn Martin	Giglione-Ackerman
17	Shiv Patel	39,250	45,104	93		Christina Meyer	Sabrina Lloyd
18	Casey Pfeffer	35,949	45,339	89		Nicholas Moore	Oldham-Gryska
19	Derek Foore	35,711	83,376		80.9	Marc Salvaggi	Surace-Smith
20	Joshua Yurinko	34,663	68,032		78.6	Thomas Vena	Simon Arias

ALL TIME RECORDS: \$441,101 1st 6 Mo Agt | \$624,474 Net ALP

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Megan Johnson	\$329,069	\$366,007	93		Erez Shabtay	Michael Vasu
*2	Mark Neilson	135,534	217,969	97		Ryan Kendl	Altig-Orlovic
*3	Danielle Morales	121,856	134,321	97		Dominic Telymonde	Giglione-Ackerman
*4	Nathan Hunt	107,223	188,800		80.4	Joshua Krueger	Richard Correa
*5	Adam Kidikas	102,488	136,146	95		Joshua West	Michael Vasu
6	Patrycja Grudzinska	101,954	100,821		78.0	Marian Sertler	Sabrina Lloyd
7	Dean Gushi	96,092	137,737		78.0	Dan Ikei	Altig-Orlovic
8	Andrew Hynan	91,624	144,872		73.7	Ryan Stenglein	Altig-Orlovic
9	Brent Bowling	91,059	256,520		84.1	Marc Salvaggi	Surace-Smith
10	Derek Foore	86,114	205,150		80.9	Marc Salvaggi	Surace-Smith
11	Andy Dorf	81,864	118,227		81.3	Reynolds Akuamo	Theodore Pappas
12	Thomas Longino	80,643	94,525		72.4	Ernest Powell	Michael Vasu
13	Ariel Demesa	78,551	112,307		72.2	Johnny Ly	Giglione-Ackerman
14	Alma Lozano	77,446	116,907		75.2	John Nieves	Richard Correa
15	Andres Liranzo	74,146	76,255	83		Johnny Ly	Giglione-Ackerman
16	Oleg Novitchii	73,424	133,907		87.4	Matthew Parks	Surace-Smith
17	Jesus Tolentino	71,220	85,134	98		Glenn Martin	Giglione-Ackerman
18	Eric Thompson	70,236	224,618		79.6	Matthew Parks	Surace-Smith
19	Nedal Kawash	69,109	65,613		85.6	Marian Sertler	Sabrina Lloyd
20	Hemerson Gonzalez	65,738	47,617	93		Michelle Martinez	Beto Quintero

ALL TIME RECORDS: \$1,468,394 1st 6 Mo Agt | \$2,262,883 Net ALP

MASTERGENERALAGENTS



1
EREZ SHABTAY
HOUSTON, TX



2
JOHNNY LY
EDISON, NJ



3
DANIEL HARTWIG
COLUMBUS, OH



4
TYLER WORSTELL
WEXFORD, PA



5
NICHOLAS MOORE
ROCHESTER, NY



6
JOSHUA KRUEGER
AURORA, CO



7
RYAN KENDL
SANTA ROSA, CA



8
STEVEN KING
TROY, MI



9
KIMBERLY HAMILTON
ROCHESTER, NY



10
ANDREW WAGNER
ROCHESTER, NY

FEBRUARY

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Erez Shabtay	\$146,836	\$168,848		82.4	Michael Vasu
2	Johnny Ly	107,162	146,458		75.3	Giglione-Ackerman
3	Daniel Hartwig	76,329	219,779		77.4	Surace-Smith
4	Tyler Worstell	73,735	100,411		73.2	Simon Arias
5	Nicholas Moore	71,809	164,586		77.4	Oldham-Gryska
6	Joshua Krueger	68,250	102,607		80.0	Richard Correa
7	Ryan Kendl	63,781	104,195	94		Altig-Orlovic
8	Steven King	59,918	99,726		79.0	Zachary Hart
9	Kimberly Hamilton	59,301	108,649		79.5	Oldham-Gryska
10	Andrew Wagner	57,996	85,153		74.2	Oldham-Gryska
11	Dan Ikei	56,488	78,612		75.6	Altig-Orlovic
12	Chad McLaughlin	53,404	70,047	98		Matt Henderson
13	Matthew Parks	52,982	124,594		80.0	Surace-Smith
14	Andre McCallum	52,434	93,593		74.3	Zachary Hart
15	Brian Zuzick	52,324	80,861		76.2	Laura Fisher
16	Joshua West	51,133	74,900		86.7	Michael Vasu
17	Reynolds Akuamo	49,213	74,264		80.7	Theodore Pappas
18	Ernest Powell	49,191	72,509		73.3	Michael Vasu
19	Marc Salvaggi	49,188	158,997		83.0	Surace-Smith
20	Richmond Gerrish	48,041	64,362		76.3	Laura Fisher

ALL TIME RECORDS: \$438,277 1st 6 Mo Agt | \$723,872 Net ALP

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
*1	Erez Shabtay	\$314,752	\$349,429		82.4	Michael Vasu
*2	Johnny Ly	182,766	240,529		75.3	Giglione-Ackerman
*3	Marc Salvaggi	177,173	472,416		83.0	Surace-Smith
*4	Matthew Parks	148,709	371,506		80.0	Surace-Smith
*5	Daniel Hartwig	144,957	536,623		77.4	Surace-Smith
6	Ryan Kendl	141,637	239,770	94		Altig-Orlovic
7	Joshua Krueger	137,605	220,579		80.0	Richard Correa
8	Nicholas Moore	125,547	261,887		77.4	Oldham-Gryska
9	Andre McCallum	124,956	186,682		74.3	Zachary Hart
10	Tyler Worstell	120,337	160,853		73.2	Simon Arias
11	Kimberly Hamilton	118,019	206,894		79.5	Oldham-Gryska
12	Reynolds Akuamo	112,880	192,948		80.7	Theodore Pappas
13	Dan Ikei	111,724	160,392		75.6	Altig-Orlovic
14	Joshua West	105,587	141,112		86.7	Michael Vasu
15	Andrew Wagner	103,655	165,803		74.2	Oldham-Gryska
16	Julianne Scavo	101,380	137,107		72.1	Erin Allen
17	Ernest Powell	100,569	147,439		73.3	Michael Vasu
18	Corey Helly	97,378	168,275		76.2	Giglione-Ackerman
19	Brian Zuzick	94,731	153,035		76.2	Laura Fisher
20	Syed Quadri	92,564	193,245		81.9	Theodore Pappas

ALL TIME RECORDS: \$2,554,545 1st 6 Mo Agt | \$4,468,285 Net ALP

REGIONALGENERALAGENTS



1
MICHAEL LARAMIE
HOUSTON, TX



2
RYAN FICKERT
TROY, MI



3
ROBERT JANEV
SCHAUMBURG, IL



4
COREY HELLY
EDISON, NJ



5
EREZ SHABTAY
HOUSTON, TX

FEBRUARY

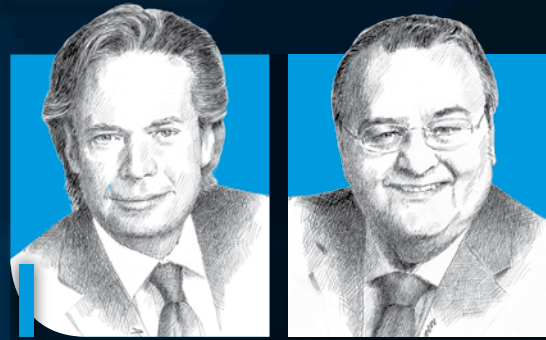
Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Michael Laramie	\$313,931	\$425,837		77.9	Michael Vasu
2	Ryan Fickert	277,607	448,552		77.5	Zachary Hart
3	Robert Janev	227,778	297,062		73.0	Sabrina Lloyd
4	Corey Helly	178,810	299,906		74.8	Giglione-Ackerman
5	Erez Shabtay	173,304	218,841		81.9	Michael Vasu
6	Evan Holzhauser	163,114	238,212		73.3	Giglione-Ackerman
7	Patrick Bendure	158,754	447,778		81.1	Surace-Smith
8	Matthew Turnquist	146,282	261,687		78.3	Richard Correa
9	Matthew Parks	143,923	446,109		81.1	Surace-Smith
10	Nicholas Moore	142,198	287,025		77.4	Oldham-Gryska

ALL TIME RECORDS: \$980,159 1st 6 Mo Agt | \$1,435,508 Net ALP

YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	SGA
*1	Michael Laramie	\$656,596	\$885,722		77.9	Michael Vasu
*2	Ryan Fickert	466,119	773,559		77.5	Zachary Hart
3	Matthew Parks	428,782	1,340,876		81.1	Surace-Smith
4	Robert Janev	387,279	581,518		73.0	Sabrina Lloyd
5	Erez Shabtay	366,755	443,513		81.9	Michael Vasu
6	Corey Helly	363,697	610,504		74.8	Giglione-Ackerman
7	Matthew Turnquist	319,902	546,356		78.3	Richard Correa
8	Patrick Bendure	295,885	956,588		81.1	Surace-Smith
9	Syed Quadri	286,493	494,804		80.8	Theo Pappas
10	Levar Morgan	265,707	628,756		78.8	Theo Pappas

ALL TIME RECORDS: \$5,230,627 1st 6 Mo Agt | \$8,242,209 Net ALP



ALTIG-ORLOVIC



OLDHAM-GRYSKA



MATT HENDERSON



MATHEW HART



ALBERT SERUR



COREY NEFF



ALLAN JENNINGS



RAYMOND RISUCCI



CHAD POTTS

TOPPERFORMANCEFACTOR



ALLAN JENNINGS
Category VII
152.3% Performance Factor



MATHEW HART
Category IV
106.7% Performance Factor



CINDY FURER
Category IV
105.5% Performance Factor

Top three every month by performance factor.

FEBRUARY

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Net ALP	% Growth	NTG	RET
I Altig-Orlovic	96.8	\$1,307,329	\$1,266,000	103.3	\$2,059,186	\$2,277,000	90.4	\$3,366,515	25.2		79.6
Simon Arias	91.6	469,867	599,000	78.4	586,357	560,000	104.7	1,056,224	12.3		74.0
II Oldham-Gryska	104.1	\$288,615	\$265,000	108.9	\$371,266	\$374,000	99.3	\$659,881	28.1	94	
Tom Williams	98.8	149,240	157,000	95.1	332,450	324,000	102.6	481,689	20.0	93	
III Matt Henderson	91.7	\$153,765	\$200,000	76.9	\$135,289	\$127,000	106.5	\$289,055	21.1		74.7
IV Mathew Hart	106.7	\$120,118	\$135,000	89.0	\$136,872	\$110,000	124.4	\$256,990	52.0		77.0
Cindy Furer	105.5	72,961	61,000	119.6	125,125	137,000	91.3	198,086	23.9		77.6
V Albert Serur	82.7	\$44,127	\$73,000	60.4	\$90,297	\$86,000	105.0	\$134,424	19.6		72.8
VI Corey Neff	101.6	\$58,805	\$96,000	61.3	\$68,116	\$48,000	141.9	\$126,921	31.0		74.4
VII Allan Jennings	152.3	\$79,390	\$64,000	124.0	\$101,153	\$56,000	180.6	\$180,544	57.6		79.3
Dorian Oldham	90.3	59,840	61,000	98.1	54,433	66,000	82.5	114,273	18.9		76.7
Byron Paz	88.7	60,858	49,000	124.2	24,999	47,000	53.2	85,857	27.7		74.9
IX Raymond Risucci	97.3	\$24,463	\$48,000	51.0	\$40,192	\$28,000	143.5	\$64,655	10.0		77.4
X Chad Potts	84.5	\$42,486	\$32,000	132.8	\$7,951	\$22,000	36.1	\$50,437	N/A	86	

YTD

Category	PF†	F6M	F6M Obj	% F6M Obj	P6M	P6M Obj	% P6M Obj	Net ALP	% Growth	NTG	RET
I Surace-Smith	102.2	\$821,783	\$920,000	89.3	\$1,794,018	\$1,558,000	115.1	\$2,615,801	48.8		80.8
Altig-Orlovic	89.0	2,360,944	2,532,000	93.2	3,862,272	4,554,000	84.8	6,223,216	26.0		79.6
Simon Arias	83.5	891,347	1,198,000	74.4	1,038,068	1,120,000	92.7	1,929,415	36.7		74.0
II Tom Williams	101.8	\$323,366	\$314,000	103.0	\$652,579	\$648,000	100.7	\$975,945	41.6	93	
Oldham-Gryska	92.0	483,392	530,000	91.2	693,395	748,000	92.7	1,176,787	25.3	94	
III Matt Henderson	87.5	\$278,272	\$400,000	69.6	\$267,576	\$254,000	105.3	\$545,849	30.6		74.7
IV Mathew Hart	97.4	\$235,893	\$270,000	87.4	\$236,232	\$220,000	107.4	\$472,125	49.4		77.0
Cindy Furer	97.2	128,995	122,000	105.7	243,079	274,000	88.7	372,074	35.3		77.6
VI Corey Neff	82.5	\$96,690	\$192,000	50.4	\$110,136	\$96,000	114.7	\$206,827	33.2		74.4
VII Allan Jennings	118.8	\$127,202	\$128,000	99.4	\$154,795	\$112,000	138.2	\$281,997	88.9		79.3
Byron Paz	88.7	103,340	98,000	105.4	67,563	94,000	71.9	170,903	36.5		74.9
Moswen Taylor	83.8	94,162	132,000	71.3	92,476	96,000	96.3	186,638	26.7		78.8
X Chad Potts	101.2	\$97,169	\$64,000	151.8	\$22,292	\$44,000	50.7	\$119,462	N/A	86	

† Performance factor = (% F6 Mo Obj + % P6 Mo Obj) ÷ 2

Spotlight recognizes State General Agents in Categories I-X and Start-Up with minimum 10% Growth and 90% Performance Factor with retention or net to gross standard. YTD Winners for Categories I-X and Start-Up will be recognized at Convention by highest Performance Factor in excess of 100% and the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards.

CATEGORY I



1
DAVID BLAISDELL
GOODLETTSVILLE, TN



2
KEN ALTIZER
MT NEBO, WV



1
GEORGE FARENTHOLD
WASHINGTON, DC



2
ROBIN DENHAM
LEE'S SUMMIT, MO



1
KRISSA HENSLEY
TOLEDO, OH



2
GARY ROTHMAN
LAGUNA NIGUEL, CA

CATEGORY II

CATEGORY III

CATEGORY IV



1
SUE AKERS
COUNCIL BLUFFS, IA



2
TONY ANDERSON
INDIANAPOLIS, IN



1
AMANDA CROSS
LEXINGTON, KY



2
BECKY CUTLER
OMAHA, NE



1
KIMBERLY MCGUIRE
LA SALLE, ON



2
GEORGE MURRY
MONTGOMERY, AL

CATEGORY V

CATEGORY VI

CATEGORY VII



1
CASEY CASH
CLINTON, MT



2
SARAH THOMSON-DUFRECHOU
MEMPHIS, TN



1
REBECCA ROZARIO
MISSISSAUGA, ON



2
JASON PANZERA
ALBUQUERQUE, NM

CATEGORY VIII

1ST SIGNED TG



WENDY SUNDEEN
KILN, MS

TOP MANAGERS

CATEGORY I



1
CINDY CLEARY
LEE'S SUMMIT, MO

CATEGORY II



1
JOHN KELIHER
DACULA, GA

CATEGORY III



1
AMANDA MLINAZ
PLYMOUTH, WI

INDIVIDUAL REPS: FEBRUARY

Category	Rank	Rep	Cards	Obj	% Obj
I	1	David Blaisdell	3,108	2,146	144.8
	2	Ken Altizer	1,976	1,493	132.3
	3	Darrell Dorey	1,808	1,493	121.0
II	1	George Farenthold	2,320	1,138	203.9
	2	Robin Denham	2,037	1,244	163.6
	3	Lori Vaughn	1,386	1,170	118.4
III	1	Krissa Hensley	1,422	973	146.1
	2	Gary Rothman	1,354	993	136.3
	3	Steve Orcheron	1,135	956	118.6
IV	1	Sue Akers	1,574	882	178.3
	2	Tony Anderson	1,625	940	172.9
	3	Larry Lozano	1,054	936	112.5
V	1	Amanda Cross	1,935	767	252.2
	2	Becky Cutler	1,577	803	196.2
	3	Stephen Matous	1,379	837	164.7
VI	1	Kimberly McGuire	1,190	630	188.9
	2	George Murry	969	690	140.4
	3	Mark Flemm	952	705	135.0
VII	1	Casey Cash	969	626	154.6
	2	Sarah Thomson-Dufrechou	891	624	142.6
	3	Jeanette Dodd	522	551	94.6
VIII	1	Rebecca Rozario	1,318	272	485.4
	2	Jason Panzera	1,523	497	306.5
	3	Rebecca Klebsch	1,481	486	304.7
Rookie	1	Jason Panzera	1,523	497	306.5

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank	Rep	Cards	Obj	% Obj
I	*1	David Blaisdell	5,366	4,292	125.0
	2	Ken Altizer	2,563	2,986	85.8
II	*1	Lori Vaughn	5,070	2,341	216.5
	2	Al Wall	3,754	2,330	161.1
III	*1	Gary Rothman	2,748	1,986	138.3
	2	Donna LaMontagna	2,390	2,044	116.9
IV	*1	Patrena Smith	2,464	1,776	138.7
	2	Tony Anderson	2,497	1,879	132.8
V	*1	Stephen Matous	3,411	1,674	203.7
	2	Janis Pitts	2,993	1,524	196.4
VI	*1	Kimberly McGuire	3,682	1,260	292.1
	2	George Murry	2,631	1,380	190.6
VII	*1	Sarah Thomson-Dufrechou	2,321	1,248	185.9
	2	Jeanette Dodd	1,300	1,103	117.8
VIII	*1	Rebecca Klebsch	3,293	972	338.7
	2	Rebecca Rozario	1,477	543	271.8

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: FEBRUARY

Category	Rank	Manager	Cards	Obj	% Obj
I	1	Cindy Cleary	7,833	5,841	134.1
	2	Tami Williams	7,750	6,982	111.0
II	1	John Keliher	5,419	5,228	103.7
	2	Christa Davis	4,541	4,712	96.4
III	1	Amanda Mlinaz	2,912	2,858	101.9
	2	Melissa Lively	2,495	2,566	97.2

MANAGERS: YTD

Category	Rank	Manager	Cards	Obj	% Obj
I	*1	Beth Farm	16,274	12,766	127.5
	2	Tami Williams	14,090	13,964	100.9
II	*1	John Keliher	10,277	10,455	98.3
	2	Christa Davis	8,918	9,424	94.6
III	*1	Amanda Mlinaz	9,501	5,717	166.2
	2	JT Tasker	9,708	8,243	117.8

MOST CARDS GENERATED: YTD

- 1**
DAVID BLAISDELL
5,366
- 2**
LORI VAUGHN
5,070
- 3**
AMANDA MLINAZ
4,665



1
DAVID BLAISDELL
GOODLETTSVILLE, TN

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep Categories I-VIII assigned using average of leads generated last 3 years. For Reps with less than 3 years of service, 425 cards per month was applied for months with no production unless the average of their actual production was higher. To be recognized at Convention, Rep must meet minimum 80% of Objective.

Manager Categories I-III assigned using average of lead production last 3 years for their respective territories. To be recognized at Convention, Manager must meet minimum 80% of Objective.

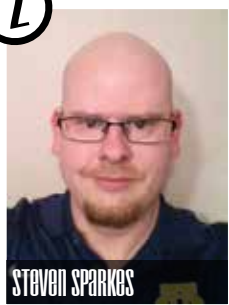
WORLD'S GREATEST BONUS

1



\$11,607
Al Alkurdy
Bob Olson

2



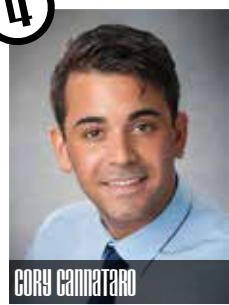
\$7,318
Steven Sparkes
Altig-Orlovic

3



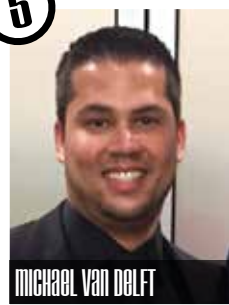
\$6,818
Katie Massart
Altig-Orlovic

4



\$5,976
Cory Cannataro
Giglione-Ackerman

5



\$5,915
Michael van Delft
Imran Satti

FEBRUARY BONUS LEADERS

PAYOUT: \$2,036,473

QUALIFIERS: 3,713

- \$ 11,607 Al Alkurdy
- 7,318 Steven Sparkes
- 6,818 Katie Massart
- 5,976 Cory Cannataro
- 5,915 Michael van Delft
- 5,454 Oleg Novitchii
- 5,109 Nicholas Scordos
- 5,079 Crystal Melao
- 4,895 Angela DeVivo
- 4,819 Casey Jarratt
- 4,814 Mark Lomonaco
- 4,715 Ala Awad
- 4,682 Yuriy Kosovan
- 4,640 Bryan Juskiv
- 4,405 Joachim Jean
- 4,265 Jared Spanbauer
- 4,165 Ryan Vance
- 4,111 Candace Dillon
- 4,044 Joseph Sarasin
- 3,984 Nicholas Triantafyllidis
- 3,942 Meardey Kim
- 3,859 Alexis Macias
- 3,852 Joey Kennedy
- 3,770 Brock Lampee
- 3,682 David Hrobchak
- 3,676 Elba Vargas
- 3,675 Kevin Ishikane
- 3,617 Andi Keca
- 3,610 Lily Sakai
- 3,609 Max Quasem
- 3,607 Dina Boghdady
- 3,592 Henry Ingraham
- 3,500 Mark Dushaj
- 3,357 Michael Neuwendorf
- 3,334 Samson Adelufosi
- 3,334 Dulce Paz
- 3,260 Dario Messina
- 3,243 Eric LaBosserie
- 3,187 Michael Burningham
- 3,124 Laurekins Pardoiani
- 3,117 Jacqueline Kabluayen
- 3,090 Roghie Hassan Loo

- \$ 3,089 Ryan Ohm
- 3,084 Jagdish Sukhu
- 3,066 Mike Sukhbaatar
- 3,057 Joey Sales
- 3,031 Douglas Clarke
- 3,026 Thomas King
- 2,980 Richard Carter
- 2,980 Adem Abdula
- 2,952 Gregory Graham
- 2,935 Kaleiokamaile Viena
- 2,930 Joel Trask
- 2,923 Cody Spencer
- 2,914 Alicia Visbal
- 2,819 Tina Janti
- 2,762 Bruce Tan
- 2,756 Michael Spann
- 2,739 Daryl Graham
- 2,700 Michael Singleton
- 2,676 Matthew Conrad
- 2,668 Kelly McDonald
- 2,640 Diana Al Ali
- 2,626 Kory Louvelle
- 2,591 Joseph Corwin
- 2,564 Justin Germany
- 2,563 Rawad Elghadbani
- 2,562 Tracy Lepore
- 2,542 Jason Isanberg
- 2,536 Mike Guzman
- 2,535 Bruce Viaje
- 2,525 Susan Bedrossian
- 2,525 Lee van Delft
- 2,495 James Clark Jr
- 2,492 John Santosuosso
- 2,482 Paul M Smith
- 2,464 Matthew Zang
- 2,462 Rayleen Kama
- 2,459 Ellen Schultz
- 2,458 Gerald Dodson
- 2,446 Glenn Arakawa
- 2,436 Mike Paragiou
- 2,424 Tasha Tucker
- 2,394 Michael Botond

- \$ 2,382 Alex Gonzales
- 2,377 Ross Ewen
- 2,369 Yadollah Pourjalali
- 2,353 Zach Speer
- 2,353 Michael Trinh
- 2,347 Johnathon Bogoslowski
- 2,341 Kshala Guiden
- 2,336 David Herchick
- 2,335 Amanda Torres
- 2,303 Jeffrey Gilliana
- 2,302 Joaquin Santos
- 2,292 Alan Sedaghat
- 2,290 Jesusdieu Portilus
- 2,282 Harold Durana
- 2,276 Christopher Buttacavoli
- 2,264 Bradlew Lehman
- 2,254 Benjamin Ainscough
- 2,254 Jordon Graham
- 2,248 Candy Henderson
- 2,245 Jamison Hathaway-Clark
- 2,239 Tad Teeters
- 2,226 Tevita Tupouniua
- 2,222 Brooklyn Mims
- 2,219 Lynn Christine
- 2,213 Megan Richardson
- 2,211 Shanita Ellmers
- 2,187 Kelly Ekker
- 2,185 Lynn Doolittle
- 2,184 Carlos Garcia
- 2,180 Eboni Cross
- 2,179 Oscar Graczyk
- 2,166 Tyler McKnight
- 2,153 Vincent Campana
- 2,149 Angelique Piquion
- 2,146 Ruben Soberanes
- 2,142 George Kamei
- 2,134 Shelby Poston
- 2,114 Danielle Melton
- 2,112 Andrew Brown
- 2,110 Rachel Fox
- 2,110 Joseph Massucci
- 2,103 Ifeanyi Ufendu

- \$ 2,096 Kristina Joachim
- 2,089 Darius Hunter
- 2,071 Robert Jordan
- 2,068 Ricardo Benson
- 2,065 Yara Mustafa
- 2,055 Rafi Nawabi
- 2,053 Dashan Brown
- 2,050 Brandon Minor
- 2,025 Darius Rowan
- 2,025 Matias Orrego
- 2,023 Eric Thompson
- 2,022 George Connell
- 2,018 Christabel Ornelas
- 2,007 George Bort
- 1,993 Gregorio Albao
- 1,991 Richard Bentley
- 1,986 Michael Glynn
- 1,985 Brandon Hinton
- 1,982 Christopher Carter
- 1,982 Maren Conway
- 1,982 Andrew Bishop
- 1,967 Alexander Bayley
- 1,953 Derek Woo
- 1,950 Shane Hirtle
- 1,947 Daniel Li
- 1,947 Sean Day
- 1,944 Alvin Ali
- 1,933 Barkley Collinson
- 1,927 Melinda Skinner
- 1,923 Tyler McKnight
- 1,911 Michael Steimle
- 1,903 Dustin Dunbar
- 1,902 Shorne Brown
- 1,900 Dustin Nispel
- 1,894 Omar Hashimi
- 1,892 Adrain Alfred
- 1,892 Jacqueline Troia
- 1,888 Herivelto Pereira
- 1,881 Brian MacDonald
- 1,871 Travis Sellers

- \$ 1,868 Steven Neil
- 1,864 John Danly
- 1,862 Viktoriya Ramirez-Meraz
- 1,859 Noel Bonomi
- 1,853 Joann Williams
- 1,845 Cleopatra Sola
- 1,843 Christine Bueno
- 1,842 Ioannis Paterakis
- 1,839 Sharif Grays
- 1,836 Johnny Remy
- 1,836 Richard Millington
- 1,835 David Ramirez-Benitez
- 1,828 Mark Sinistaj
- 1,821 Ryan Fogel
- 1,816 Braden Hale
- 1,813 Autum Wright
- 1,812 Sultan Deckard
- 1,810 Eric Salado
- 1,804 Alba Wandurraga Baron
- 1,793 Tiffney Harmouche
- 1,792 Jennifer Mok
- 1,791 Jeffrey Vonkienast
- 1,789 Earnest Powers
- 1,787 Marcus Martin
- 1,782 Ewelina Przybylowicz
- 1,780 Melissa Losk
- 1,780 Martha Zelaya
- 1,778 Lincoln Dziekonski
- 1,769 Juan Nunez
- 1,760 Eva Marsalkova
- 1,753 Charles Belt
- 1,752 Sherry Schick
- 1,749 Dominick Williams
- 1,730 Daniel Bean
- 1,730 Dustin Nispel
- 1,728 Wendell Lenton
- 1,725 Adam Chesney
- 1,722 Scott Harris
- 1,720 Christina LaPlant
- 1,718 Dustin Vincke
- 1,718 Clint Perry

- \$ 1,714 Luis Miranda
- 1,706 Dylan Murphy
- 1,701 Benjamin Wechsler
- 1,696 Geoffrey Quigley
- 1,695 Rexford Robinson
- 1,694 Mynor Lemus
- 1,691 Tobe Pope
- 1,691 Hazael Castillo
- 1,681 Kenan Hyseni
- 1,680 Ryan Bouchea-Carroll
- 1,679 Mike Allen
- 1,677 David Rockway
- 1,677 Ryan Elias
- 1,676 Jacob Garza
- 1,662 James Franklin
- 1,654 Tyler Slaughter
- 1,642 Daniche Rodriguez
- 1,640 Sarah Herbold
- 1,629 Elizabeth Garcia
- 1,627 Damaris Henderson
- 1,626 Darren Lawhon
- 1,622 Marie Campbell
- 1,621 Alicia Burke
- 1,619 Ikram Alshobaki
- 1,618 Dennis Lovett
- 1,612 John Perry
- 1,608 Tarek Elabasy
- 1,608 Tampala Green
- 1,608 Mark Noel
- 1,604 Maria Paz Andrade
- 1,603 Eugenia Austin
- 1,603 Ebuwa Otagho
- 1,602 Corey Cyfers
- 1,601 Harvey Quinn
- 1,601 Aljban Jashari
- 1,600 David Edgell
- 1,599 Torrance Williams
- 1,598 Mark Lahijani
- 1,598 Dawid Liniewski
- 1,598 Scott Remmey
- 1,597 Maria Avila
- 1,597 Michael Curtis
- 1,595 Douglas Scott
- 1,593 Karen Hale
- 1,590 Wesley Shure
- 1,589 Douglas Zackodnik
- 1,580 Bobbi Wiatr
- 1,577 Alex Paguio
- 1,576 Daniel Prinzo
- 1,573 Dawn Benoit
- 1,568 Lafi Papalii
- 1,568 Sarah Kling
- 1,565 Kelli Higgins-Jones
- 1,563 Iliad Trigo Moradnia
- 1,562 Alan De Freitas
- 1,561 William Hart
- 1,559 Kyle Nitta
- 1,558 Virakbot Oung
- 1,554 Carolyn Moses
- 1,549 Matt McBride
- 1,547 Phillip Waisman
- 1,544 Barney Browner
- 1,540 Dwight Dube
- 1,536 Jonathan Russell
- 1,535 Pablo Solis
- 1,534 Amos Schwartz
- 1,523 Muhammed Ashraf
- 1,523 Matthew Kurey
- 1,507 Ian Pickett
- 1,505 Vanessa Delery

- \$ 1,504 Evett Bryan
- 1,501 Mahdi Wade
- 1,490 Lleison Martinez
- 1,490 Christopher Muraca
- 1,490 John Balk
- 1,487 Andrew Chambers
- 1,485 Todd Sowell
- 1,477 Trevor Bailey
- 1,476 Chase Hrivnak
- 1,473 Corey LaVigne
- 1,471 Amanda Koep
- 1,468 Michael Nelson
- 1,464 Christian Williams
- 1,460 Barbara Duva
- 1,459 Michelle Olivo
- 1,455 Cherie Mohn
- 1,452 Mary Franklin
- 1,452 Christopher Leasure
- 1,452 Jonathan Giaco
- 1,450 Tina Nelson
- 1,446 Anthony Burke
- 1,446 Kyle Lewicki
- 1,445 Matthew Russell
- 1,445 Viola Scott
- 1,441 Vianca Hernandez
- 1,440 Lorena Herndon
- 1,436 Ethan Oftehdahl
- 1,435 Mary Robinson
- 1,434 Hamilton Cribbs
- 1,434 Zachery Kertulis
- 1,427 Scott Florin
- 1,424 Brackin Flittton
- 1,423 Jonathan Daal
- 1,421 Payman Ghaysari
- 1,419 Alexander Pham
- 1,416 Dustin Watkins
- 1,413 Stevie Lopez
- 1,411 Amy Shui
- 1,409 Oscar Diaz
- 1,408 Logan McGuigan
- 1,402 Evelin Castro-Sharif
- 1,402 Kimberly Alston
- 1,400 Stephanie Novel
- 1,399 Jorge Leon
- 1,395 Dwayne Nabors
- 1,393 David McLean
- 1,388 James Keefer
- 1,386 Bryan Hip-Kam
- 1,385 Makeba Quinn
- 1,383 Anthony Petrosky
- 1,383 Alliyah Williams
- 1,383 Alexa Vega
- 1,382 William Parmeter
- 1,380 Sheila Fowler
- 1,380 Tara Haughney
- 1,380 Peter Gabranski
- 1,377 Steven D'Ambra
- 1,376 Ryan Witham
- 1,370 George Taramas
- 1,369 Sean Grant
- 1,364 Hector Bustamante
- 1,363 Patrick Brown
- 1,362 Rakeem Miller
- 1,360 Brittany Smart
- 1,360 Orby Kelley
- 1,357 Seneca Perry
- 1,356 Thomas Prather
- 1,355 Joanna Zuaro
- 1,355 Omeda Pattison
- 1,354 Stephen Macdone

- \$ 1,346 Garret Kun
- 1,337 Matthew Dawson
- 1,332 Donald Gregoire
- 1,326 David Bilotti
- 1,326 Al-Karim Walji
- 1,326 Brittany Manning
- 1,325 Kevin Hastings
- 1,322 Daniel Petek
- 1,321 Daphne Williams
- 1,319 Julius Johnson
- 1,319 Anacleto Arevalo
- 1,313 Athea Buchanan
- 1,312 Meaghan Kehl
- 1,307 Karen Sessing
- 1,306 Mary McMullin
- 1,304 Kevin Appasamy
- 1,300 Bryan Froneyberger
- 1,299 Irma Gallardo
- 1,297 Sara Rostamijalilian
- 1,293 Mitchell Page
- 1,290 Hector Sartori
- 1,289 Michael Falcon
- 1,288 Francisco Martin del Campo
- 1,287 Alipate Makaui
- 1,282 Timothy Joseph Brown
- 1,278 Matthew Wilson
- 1,276 Yollette Mompoin
- 1,276 Quadirah Taylor
- 1,275 Sammi Calairo
- 1,273 Babajide Obashoto
- 1,268 Elijah Clem
- 1,265 James McCormick
- 1,265 Alex Smith
- 1,265 Thomas Fleming
- 1,264 Charbra Beaven
- 1,263 Mollie Uphoff
- 1,260 Pablo Zetina
- 1,260 Stephen Coons
- 1,259 James Tolley
- 1,259 Leonardo Perez
- 1,257 Travis Picklesimer
- 1,255 Sarah Vacheresse
- 1,254 Jennifer Ragan
- 1,253 George Young
- 1,250 Tyler Halpern
- 1,248 Kenneth Hopkins
- 1,248 William Lenhard
- 1,247 Deana Plaster
- 1,246 Gerilyn Bertoli
- 1,246 Denis Snyder
- 1,245 Brianna Hogan
- 1,243 Cody Toth
- 1,239 Jennifer Domenech
- 1,238 Joel Nunez
- 1,237 John P Fitzgerald
- 1,235 Casey Pfeiffer
- 1,233 Susan Haas
- 1,232 Patrick Rieger
- 1,231 Matthew J Miller
- 1,223 Ryan McIntosh
- 1,221 William Luna
- 1,220 Hyunchoul Chung
- 1,218 Sophony Jorvelus
- 1,218 Anthony Ferraro
- 1,217 Keisha Gooden
- 1,216 Daniel Juskiw
- 1,216 Paola Ramos
- 1,211 Mark Hart
- 1,209 Elifranc Deus
- 1,209 Derek Sandilands

- \$ 1,206 Kaela Teilhaber
- 1,201 Avalon McLeod
- 1,198 Osiris Carriche
- 1,190 Igor Melcharek
- 1,190 Moana Faumuina
- 1,189 Jasmin Bragg
- 1,188 Wayne Doucet
- 1,187 Martin Robinson
- 1,185 Nicole Palmer
- 1,182 Jeffrey Witherall
- 1,182 Shiv Patel
- 1,179 Mary O'Brien
- 1,175 Paavo Gymanow
- 1,174 Michael McClintock
- 1,172 Winslow Choyna
- 1,170 Paramjit Sangha
- 1,170 Raymond Angeles
- 1,167 John Keslar
- 1,166 Gladis Orozco
- 1,165 Jean Joseph
- 1,161 Najma Mohamed
- 1,160 Ace Marc Ucol
- 1,154 Sean Walsh
- 1,150 Albert Huff
- 1,150 Larry Finch
- 1,148 Katie Tu
- 1,148 Cody Langston
- 1,148 Alexandra Longo
- 1,143 Blaine Thomas
- 1,142 Nunuiasolelei Alfreduipa
- 1,138 Chaz Hutcherson
- 1,126 James McCormick
- 1,126 Wilmer Jimenez
- 1,132 Justin Allain
- 1,131 Jordan Warner
- 1,129 Ryan Misner
- 1,129 Patt Kelly-Pollet
- 1,128 Peter Kaplanis
- 1,126 Thomas Huynh
- 1,126 Connie Arnould
- 1,125 Ryan L Taylor
- 1,123 Arynne McCarthy
- 1,122 Dale Passow
- 1,121 Charles Carroll
- 1,121 Amanda Sapp
- 1,120 Thomas VanOsdol
- 1,119 Mark-Anthony Smith
- 1,115 Scott Lloyd
- 1,115 Collins Appiah
- 1,114 Grant Myers
- 1,111 Ashley Bodnar
- 1,111 Keith Johnston
- 1,110 Devon Justice
- 1,109 Debra Small
- 1,108 Desmond Prescott
- 1,107 Brian C Murray
- 1,107 Toby Leger
- 1,106 Daniel Dunham
- 1,106 Allen Watson
- 1,104 Charisma Dezonie
- 1,103 Aaron Voegel
- 1,103 Seth Shaver
- 1,101 Ian Chadwick
- 1,099 Rhonda Boucher
- 1,099 Ronald Jones
- 1,096 Ronald Rivera
- 1,093 Ryan Hume
- 1,091 Christopher Visnesky
- 1,090 Eva Holloway
- 1,089 Melissa Morrissey

- \$ 1,089 Spencer Simmons
- 1,089 Jennifer Coen
- 1,089 Kimbrianna Davis
- 1,089 Samantha Diaz
- 1,089 Joseph Schleicher
- 1,089 Victoria Varney
- 1,088 Tiare Hubbard
- 1,088 Venita Allen
- 1,088 Sheila Heckman
- 1,084 Evelyn Juarez
- 1,081 Hany Mikhail
- 1,080 Brian P Kelly
- 1,077 Joshua Miller
- 1,076 Abubakar Animasahun
- 1,075 Erika Torres
- 1,074 Sacramento Juarez
- 1,074 Amanda Grandys
- 1,074 Xavier Zaragoza
- 1,073 Edmaggie Myrtil
- 1,073 James Mulick
- 1,070 Stacey Moss
- 1,070 Shakera Blackmon
- 1,069 Mark Aldamuy
- 1,067 Steven Green
- 1,067 James Terry
- 1,067 Lee Hammermeister
- 1,062 Edward DeFurio
- 1,061 Nathan Candell
- 1,058 Pedro Lemos
- 1,057 Helen Taylor
- 1,057 Dennam Wolverton
- 1,055 Lakeisha Bonner
- 1,054 Hazem Aboueldahab
- 1,051 Scott Bollwage
- 1,050 Kevin Gillum
- 1,130 Kirstie Mohninger
- 1,048 John Cochran
- 1,047 Nicholas Glennon
- 1,045 Anisia Velasquez
- 1,044 Fadi Nassar
- 1,044 Austen D'Angelo
- 1,043 Blake Dempsey
- 1,043 Pamela Faircloth
- 1,041 Joy Vann-Austin
- 1,041 Shane Carlson
- 1,040 Erin Jinna-Watkins
- 1,037 Joshua Rush
- 1,035 Anna Senra
- 1,035 James Tierney
- 1,033 Daniel Heath
- 1,030 Ed Olfert
- 1,029 Sandra Davis
- 1,028 Joshua Hammond
- 1,025 William Kirtland
- 1,019 Stephanie Villagran
- 1,016 Gregory VanSuch
- 1,014 Austin Timmons
- 1,014 Beatriz Chacon Huizar
- 1,014 Julina Quesa
- 1,012 Christa Eyster
- 1,011 Ana Leon
- 1,008 Jong Kim
- 1,008 Aryeh Freedman
- 1,007 Kaitlyn Everts
- 1,007 Lisa Gomez
- 1,007 Jeffrey Hudson
- 1,006 Aaron Burke
- 1,004 Kurt Overy
- 999 Candice Rezzo
- 998 Jaime Alvarado

- 998 Carol Odomski
998 Tanner Macioce
997 Lawrence Hauck
997 Jordan Rollins
995 Cathleen Hairston
994 Riley Peters
994 Harley Miles
993 Phyto Phyto
991 Angela Black
990 Bernardo Lopez
989 Austin W Smith
988 Jamel Lawson
987 Cole Maisonneuve
984 Scott Wheeler
983 Aaron Patt
981 Juliya Ostapyuk
981 Javier Diaz
981 David Ruhara
977 Brandon Neal
976 Jasmin Gaona
975 Ashley Smith
971 Christopher Bennett
970 Hailey Johnson
968 Phyllicia Henry
968 Daevon Byron
967 Kevin Kennedy
967 Amber Fitzmartin
967 Marc Demilia
964 Richard Sidoti
964 DeCarla Givins
962 Steven Ostroth
961 Heidy Martinez
961 Tabitha McDermid
960 John Fitzgerald
958 Austin Smith
958 Briana Little
957 Gabriel Manzo
955 Lynn Jenkins
954 Kimberly Free
953 Fritznel Octave
953 Jennifer Larison
952 Jessica St Pierre
952 Derron Alexander
948 Joseph Skaggs
946 Hal Herman
946 Mark Badcock
946 Travis Vandenberghe
943 Greta Wilson
943 Benjamin Van Fossen
943 Olivia Stewart
942 Justin Runde
940 William Sukhenko
939 Orett Nelson
939 Augusto Arango
938 Michael Desharnais
938 Dawn Selden
937 Cornelius Holder
935 Devin Husband
934 Awa Babou
934 Antwan Jones
933 Matthew Cessna
932 Jeremy Doucet
932 David Duddy
932 Daymon Green
931 Antonios Kentrotas
930 Manuel Matos
930 Mary Mbaka
928 Kamal Tayyib
928 Angel Martinez
926 Marta Munro
926 Orey Yates
926 Shane Valentine
926 Dorene Williams
926 Emad Khalek

- 925 Rania Eltanbouly
924 Van Ortega
923 Brandon Schweitzer
923 Jessica Boss
921 Angela Slepceky
920 Mark Harhager
919 Michelle Caouette
919 Phyto
919 Giovanni Diduro
918 John Seymour
916 Michael K Williams
915 Timothy Cruise
915 Rory Paquette
913 Micayah Holmes
913 Audrey Lee
909 Terrell McDonald
907 Brandon Varona
907 Jennifer Strickland
907 Natalie Soboleva
907 Rachel Clark
906 Raymond Ramos
905 Anthony Greco
905 Holly Simpson
904 Robin Delahoussaye
903 Amy Brill
900 Abraham Mogilevsky
900 Quentin Brown
899 Rachel Narciso
898 Tanner Duy
897 Bradley Tolliver
896 Brandon Baker
896 Bryant Plank
895 Andy Dorf
895 Andrzej Krakowski
895 Brian Cabral
894 Rebecca MacMorine
891 Dwayne Gomez
891 Robert L Stevens
890 Troy Duplantis
889 Samvel Tigranyan
888 Tiffany Mills
888 Richard Drew
887 Immacula Didier
887 Antonio Orlina
886 Gabriel Parra
885 Kathryn Donlon
885 Gage Tomson
883 Karla Petatan
882 Alexander Spooner
882 Blake Tomblin
882 Jason Runde
881 Christal Hawthorne
881 Seema Gakhar
879 Deborah Precil
879 Shayla Williamson
878 Jason Szeto
878 Joseph Quintons
878 Ali Evans
878 Alex Loosli
877 Abyssinia Hammouri-Davis
875 Colin Ghee
874 Brielle Gillian
872 Jose Garcia
872 Erin Steely
872 Joseph Pizzoferrato
871 Ronald Knoedler
870 Joseph Kleeb
870 Azael Garcia
869 Daniel Foore
867 Teresa Saavedra
866 Tyler Honeyford
865 Brady Foreman
863 Corinne Gamble
863 Tyler Mabry

- 860 Christopher Silakoski
859 Emmanuel Ikhiie
855 Brandon C Johnson
852 Joshua Sanson
852 Olesya Wegner
851 Adam Searcy
850 Laaina Havea
850 Jeffrey Swift
849 Robert Ford
849 Luiz DeOliveira
849 Abigail Lane
848 Andrea Kessler
848 Drew Kier
848 Kelly Naughton
846 Byron Bishop
846 Dontaray Smith-Davis
842 Zachary Suarez
841 Marlon Louie
840 Lisa Norton
840 Rebecca Underwood
839 America Wilson
836 Charles Muscarella
836 Aaron Haynes
836 Jasper Chirco
835 Justin Rogers
835 Shalom Marks
834 Julio Rodriguez
831 Tishawna Thomas
831 Matthew Sabio
830 Ionatan Fiscu
830 Zachary Bradshaw
829 Felipe Machado-Santanna
827 Jack McGuire
827 Aliesha Stone
827 Filiberto Carreno Arango
825 Kanelia Glimenakis
824 Gaston Morales
824 Mitch Duplantis
821 Jessica Vaughn
820 Michelle Marin
820 Sara Tiemeyer
819 Oliver Besong
818 Farnaz Fotovat Ahmadi
817 David Ramirez
817 Justin Lowe
815 Alexis Piniro
815 Dominique Richardson
814 Steven Mason
814 Michael Jennings
812 Kimberly Sousa
811 Catharyn Kendrick
810 Amber Bird
810 Vickey Paul
809 Wesley Casias
809 Jonathan Frazier
808 Alexander Lynch
808 Andrea Glover
807 Liqueche Young
806 Roberto Flores Aros
805 Nayeli Gonzalez
804 Corey Niro
803 Allan Allas
802 Blake Smith
801 Joseph Harnden
801 Kevin Kondrad
801 Matthew McLarty
799 Veronica Antonio
798 Gabriel Henderson
797 Matthew Castelli
796 Kristi Vang
796 Elizabeth Ortiz
794 Shane Cabral
793 Lisa Martin

- 792 Craig Strompf
792 Benjamin Charles
792 Michael Boxell
791 Nestor Millan
791 Joshua Goodman
791 Christopher Botelho
790 John Simons
789 David Schanuel
789 Stuart Pagan
789 Corey Fjerstad
788 Liisa Wessman
788 Mark Dombrowski
788 Jennifer Jaikes
788 Johnathan Tinsley
786 David Rigney
785 Scott Hannon
785 Aaron Cooper
784 Kevin Haines
784 Joseph Elliott
782 Holly Bonhorst
781 Brody King
781 Manale Elawwad
780 Michael Jenkins
780 Jacob Brown
780 Fran Kolos
780 Alma Pourroy
780 Dilushi Perera
779 Rachel Mesnard
778 Selina Maldonado
778 Cristina Fox
776 Richard Garcia Penalzoza
776 Tyler A Johnson
775 Jacqueline Nutt
775 Constance Tuiteleapaga
775 Timothy Silva
774 Magdalena Valdez
771 Bradley Maw
769 Jacqueline Herndon
769 Ziad Aafouallah
767 Dean Jensen
766 Nasser Rezaei
765 Jennifer Holliday
764 Maricela Mendoza
763 Jazmin Perez
763 Rokki Lewis
763 Belaid Belkaid
763 Sterling Tallman
761 Alejandro Pineda
759 Jadyln Finafrock
758 Ciaria Fitro
758 Natalie McCarthy
757 Joseph Conn
756 Justin Diaz
755 Jeremy Jackson
753 John Pletcher
752 Desiree Crespo
752 Patricia Fox
752 Geddes Robinson
752 John Turner
751 Marques Holmes
751 Revawn Wilson
750 David I Guzman
749 Steve Svendson
749 Eric Landis
747 Ad Lindo-Valverde
746 John Tokarz
746 Lucie Daniel
746 William Sturgess
745 Joslynn Burks
745 Scott Hanna
745 Zachary Bradford
745 Peterlee Georges
744 Dylan White

- 742 Phillip Ray
739 Christopher Bungay
739 Carl Isidore
739 Veronica Salinas
739 Justin Crabtree
738 Franklin Loeffler
736 Moises Zaldivar
736 Shantayia Williams
736 Michael Russin
736 Paul Wallace
735 Spencer Nichols
735 Michael Novosel
734 Michael Mandella
734 Trey Moran
736 Abby Roman
733 Pascal Amar
733 Stephen Michalek
731 Behrad Baghbanian
730 Oliver Mendoza
730 Charles Gotcher
729 James Drenning
728 Bethany White
727 Kyle Nielsen
727 Alan Arellano
727 Clinton Kerbs
727 Donald Symon
726 Shalom Chaimov
725 Robert Simmons
725 Aaron Brugette
725 Joseph Grider
725 Ryan Kendl
722 Raynaldo Lafontant
721 Marcus Phipps
720 Kirsten Watkins
720 Brandon Haase
720 Marie Laine
719 Austin Allen
719 Brian Wallace
718 Silas Arts
715 Farnaz Abdollahi
715 Muhammed Hassen
714 Walter Icaza
714 Priscila Gonzalez
712 Karen Guevara
712 Jeffery Lewis-Townsend
712 Zane Wagner
711 Sally Wilson
709 Brian E Johnson
709 Steven Toscano
707 Mark Diskin
707 Glenda Crump
706 Travis White
706 Jennifer Kroman
706 Phillip Jenkins
706 Richard Birdsong
706 Mayra Robles
706 Ryan Magnus
705 Eric Marquez
705 Vincicia Moore
704 Eli Parra
704 Ashley Watkins
702 Chester Leone
702 Michael Green
701 Vassilios Katos
701 Pablo Monreal
700 Ronald Heller
700 Bilal Farsakh
700 Jared Hernandez
700 Keith Cornwell
699 Alix Albright
699 Chrislla Japsi
699 Timothy Chandler
698 David Basnett
696 Oscar Gastelum

- 695 Callan Jancin
694 Julian Dickinson
694 Margaret Olanbaji
694 Robert Townsend
694 Mohammad Wael Taher
693 Sina Heak
690 Edy Haddad
689 Lisa Richardson
688 Miguel Cuellar
687 Brandon Foster
687 Matthew Roebke
686 Christopher Ramsay
684 Jazmyn Holloway
684 Kevin Jones
683 Jennifer Schultz
681 John Greene
680 Jordan Turner
680 John Curry
679 Phillip Haynes
679 William Demalia
677 Jimmy Marzouka
676 Bennett Smith
675 Colton Gould
675 Mike Hudnall
675 Brian Melvin
675 Saul Morillo Batista
674 Elizabeth Goldsberry
672 Vladislav Ashurov
672 Brody Maughan-Evanson
672 Bryan Rogers
671 Roberto Navarro
671 Noel Rose
670 Halima Smith
669 LaKatta Carey
668 Gloria Mendoza
668 Steven Copeland
667 Bryan Czajkowski
666 Andrea Yee
666 Christopher Smith
665 Brandon Crosby
664 Charles Roy
664 Luz Torres
663 Paulina Kara
662 Alejandro Moreno
661 Wallace Lattie
661 Sally Wilson
660 Cathy Falchick
659 Julia Loboda
659 Dolores Sanchez
658 Christopher Akins
658 Dorothea Murray
657 Del Roule
655 Godwill Barungi
655 Alexander Johnston
655 Sylvain Kalombo
654 Mark Neilson
653 DeShannon Boyd
653 Cherm Xie
652 Steven Marmer
651 Joseph Reilly
651 Charles Scaturro
651 Albert Taylor
651 James Jones
650 Robert Park
648 Matthew Obringer
646 Elba Diaz
645 Robert Biser
645 John Vacca
645 Hira Monroe
644 Doron Freud
644 Catherine McDarby
643 Edwin Delgado

- 643 Danielle Dhaiti
643 Alden Bullwinkle-Hatton
639 Skyler Homung
639 Serafima Piskun
639 Patricia Santamarina
639 Barbara Isaac
639 Vera Leus
639 Brandon Taylor
637 Emilio Agüero
637 Kelly Schoenherr
637 Janele Edwards
636 Christopher Ramsay
636 Darrin Roberts
636 Brian Cummings
636 Kareem Mutia
635 Melissa Foy
635 Brenna Schmidt
635 Zachary Button
635 Stefan Johansson
634 Joseph Cashman
634 Vashawn Nelson
633 Wanda Mackenzie
633 Lawrence Hadley
633 Joseph Wilson
632 Melissa Hubbard
631 Amanda Ott
631 Joseph Tchume
631 Lee Marsh
630 Michael Davis
630 Erikka Michaels
630 Tibor Simon
629 Quinton Langford
629 Luis Mendoza-Sanchez
627 Carlos Baca
626 Jordan Pavunkovic
625 Iryna Borynska
624 Tachane Joseph
624 Alma Garcia-Tuniz
623 Vincent Workman
622 Lance Hawkins
622 Keri Morris
621 Yulia Rud
620 Terrence Smith
620 Anniedwrys Nivar
620 Rubin Chaimov
619 James Winfield
617 Timothy Buckner
617 Jeramey Pitman
617 Marina Neiman-Fishman
617 Brycka Dozier
616 Bryanna Campos
615 Antonio Ramirez Jr
615 Cynthia Fuller
615 Kelly Hannan Daley
615 Samiuela Vaea
614 Phelisha Eans
613 John Parry
611 Zachery Nelson
610 Diane Stevenson
610 Connie Torres
610 Austin Hamilton
610 Charles Griffes
610 Susan Sereke
610 Joshua Rouser
608 Ryan Baumbach
607 Lillian Carroll
607 Xavier MacLarty
606 Tathem Williams
606 Joseph Izzi
606 Jacques Jean-Francois
605 John Zwald
605 Paul Copley
605 Corey Lumley

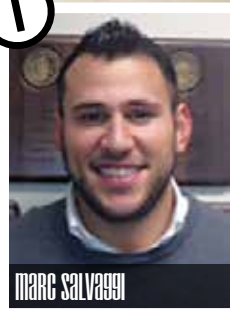
- 604 Yairaniz Figueroa-Ruiz
604 Jessica Boswell
604 Michelle Corona
604 Raymond Lopez
603 Omar Billy
603 Felicia Steele
602 Mia Mitchell
601 Marta Muniz
601 Ryan Freeling
600 Myaa Fallon
600 Daisy Pyeatt
600 Ngan Pham
598 Stephane Masyn
598 Jordan Wheat
597 Barbara Escalante-Martinez
596 Brandon Cooley
596 Karima Hartani
596 Mickey Adkins
595 Emily Poskey
595 Eric Underwood
594 Jodyann Peters
594 Stacey Lightfoot
593 Laurence Moore
593 Seth Frisby-Jack
592 Nicki Griffiths
591 Erin Moyer
591 Julie Hoyt
589 Christy Maness
588 Kelly Hilton
587 Christopher McFoy
586 Jordan Seguin
586 Taylor Fogerty
586 Felicia Fasiku
585 Tori Baker
585 Jordan Lacy
585 John Bannister
585 Briana Hinton
585 Cristi Huffman
584 Robert Burump
583 Amin Taheri
582 Brian Thai
581 Timothy Watson
581 Kathleen Kane
581 Omar Fernandez
580 Shannon Stroud
579 Christopher Burgess
579 Amarillys Haupt
579 Stephen Fougere
579 Patrick Dipentino
579 Nicholas Walsh
579 Jennifer Ohler
579 Stephennie Boyce
579 Robert Weaver
578 Donte Grant
576 Michael McNerlin
575 Jennifer Reed
573 Derek Schmidt
573 Thomas Ferraro
572 Richard Hill
571 Adrian Kryczka
570 Mandale Tolofree
569 Jeffrey Martin
568 Ranjana Chopra
568 Derya Ekren
568 Diane Williams-Lewis
568 Jennifer Marlow
567 Jesse Benwell
567 Mark Tusing
567 Eric Pauls
566 Antonio Flores
566 Tyaisa Powell
566 Gerrit Stephens
565 Keri Roberts

- 564 Breann Haley
564 Joshua Ross
564 Jordan Wall
563 Hakan Ozalpasan
562 Justin Jiang
562 Richard King
562 Cassandra Cantner
562 Julius Austin
561 Tineisha Lozanne
561 Alma B Gonzalez
560 Adebola Adefusika
558 Sione Maumau
558 Joseph Schlotter
558 Anita Brito-Buestan
556 Levi Porto
556 Michael Patty
556 Andrew Hynan
555 Donald Fulton
554 Micah Lopez
554 Dawnette Darden
554 Tyson Kiertucki
552 Alan Rodriguez
552 Rafael Davis
552 Howard Dotson
550 Francis Ingulli
550 Adrian Segalla
550 Olja Holovcuk
549 Patrick Rowe
548 Zane Krizman
548 Jenny Alvarez
547 Amanda Peterson
547 Derrick Brewer
546 Deborah Noga
546 Leticia Fields
545 Eric Thomas
545 Chelsea Peacock
545 Celeste Duenas
545 Angel Brynton
544 Patricia Gonzalez
544 Tyrenna Wesley
544 Timothy Ellis
543 Danen Butler
543 James Hatchel
543 Avi Kauderer
543 Asiguy Haugabook
542 Dustin Kiss
542 Victor Carpino
541 Mario Puleo
541 Mabel Balbuena
541 Solomone Havea
541 Thomas Farias
540 Lawrence Smith
540 Claire Morgan
539 Eduardo Cruz
539 Alexandro Feliciano
539 Jamal Simmons
539 Severo Jaimevadi
538 Joseph Hedborn
538 Mario Frias
538 Kaylie England
538 Sanela Palic
538 Auston Mavrak
538 Azriel Nguyen
538 Juan Venegas
537 Phillip Colasessano
537 Demonte Lewis
536 Alfred Uipa
536 Adam Ziac
536 Samuel Robertson
536 Garrett Shelton
535 Alvin Hagens
535 Narcis Buncianu
534 Nadeem Bhimani

- 534 Christian Galindo
533 Ryan Locke
533 Jeffrey Spanaus
533 Robert Granzow
533 Zenon Zorij
533 Spencer Owens
533 Fabian Aniekwensi
532 Nia Morris
530 Graciela Calderon
529 Aaron Huisinga
529 Carey Hartman
529 Bothe Kochenower
529 Jessica Kashirets
529 Ewa Marinaccio
529 Kierra Goodwin
527 Delia Ozbun
526 Kimberly Hilliard
526 Nyquan Quintyne
526 Alma Lozano
524 Funmilola Elumade
524 Quiana Berrios
524 April Barker
523 Andrew Olsen
522 Calvin Shaw
522 Katherine Fallon
522 Nicole Ientile
522 Timothy Blackburn
522 Mathew Simonson
519 Fabiola Little
518 Bradley Bidner
518 Tracey Sonnabend
517 Michael Bess
516 Winnell Powell
516 Hilda Ferris
516 Raewyn Tata
513 Keith Booker
513 Violetta Raddell
513 Matthew Statton
513 Delzy Edwards
512 Christine Bosard
512 Jonathan DuPre
511 LaDelus Brown
511 Maria D Gutierrez
510 Anthony Elder
509 Ghina Malaney
508 Robert Drake
508 Daniel G Johnson
508 Lesslie Rodriguez-Franco
508 Duni Olusegun
508 Joshua Francoeur
508 Edmund Leddy
507 Roderick Lilly
507 Ruben Cuevas
507 Evan Donoghue
506 Diana Karch
506 Manuel Canabal
505 Benton Tong
505 Reginald Dickerson
504 Laquindra Hunt
503 Jeffrey Lindberg
502 Iris Saavedra
501 Brendan Mayworm
501 Danielle Deland
500 Elcar Buhay

LEADERSHIP BONUS

1



MARC SALVAGGI
\$47,951
Surace-Smith

2



MARIAN SERTLER
\$34,370
Sabrina Lloyd

3



DANIEL HARTWIG
\$32,689
Surace-Smith

4



EREZ SHABTAY
\$32,405
Michael Vasu

5



MATTHEW PARKS
\$28,092
Surace-Smith

FEBRUARY BONUS LEADERS

PAYOUT: \$1,639,974

QUALIFIERS: 662

- \$ 47,951 Marc Salvaggi
- 34,370 Marian Sertler
- 32,689 Daniel Hartwig
- 32,405 Erez Shabtay
- 28,092 Matthew Parks
- 23,503 Ryan Kendl
- 21,719 Robert Kanaan
- 16,112 Doreen Ryan-Foti
- 15,389 Reynolds Akuamoa
- 14,492 Johnny Ly
- 14,353 Joshua Krueger
- 14,323 David Wang
- 14,314 Andre McCallum
- 14,175 Nicholas Scordos
- 13,348 Kimberly Hamilton
- 12,393 Nicholas Moore
- 11,983 Joshua West
- 11,898 Ryan Stenglein
- 11,734 Syed Quadri
- 11,652 Tyler Worstell
- 11,470 Ryan Wilson
- 11,351 Matthew Conrad
- 11,086 Blake Higuchi
- 10,822 Jonathan Emura
- 10,782 Ernest Powell
- 10,423 Dan Ikei
- 10,339 Robert Smith
- 10,269 Zach Otto
- 9,942 Corey Helly
- 9,932 Brian Zuzick
- 9,882 Charles Ferrari
- 9,729 Chris La Fond
- 9,662 Richard Mansfield
- 9,528 Andrew Wagner
- 9,354 Scott Wheeler
- 9,322 Dominic Telymonde
- 9,283 Michael Stuver
- 9,165 Jameetri Washington
- 9,071 Sara Vaz
- 8,974 Melinda-Rae Lyse

- \$ 8,948 Michael Clemente
- 8,908 Paul M Smith
- 8,849 Bobby Szwaja
- 8,761 Brent Bowling
- 8,740 Beau Locker
- 8,727 Shahab Mahdavejad
- 8,457 Christina Meyer
- 8,367 Steven King
- 8,350 Nasr Quadri
- 8,008 John Nieves
- 7,964 Joshua Olin
- 7,944 Richmond Gerrish
- 7,899 Christopher Hintz
- 7,650 Jonni Ng
- 7,341 Curtis Henderson
- 7,308 Robert Locke
- 7,215 Joshua Crisp
- 7,161 Joshua Jackson
- 6,837 Darcy Schriber
- 6,758 Yemi Akinade
- 6,713 Bobby Gujral
- 6,630 Noel Rose
- 6,545 Eugene Garcia
- 6,485 Megan Johnson
- 6,372 Nicholas Lorence
- 6,357 Derek Foore
- 6,258 Begona Patino-Lopez
- 6,248 Fritzel Octave
- 6,153 Jason Bratin
- 6,112 Atta Saleh
- 6,057 Brody Maughan-Evanson
- 6,040 Paul Kelly
- 5,946 Steve Svendson
- 5,796 Matthew Tumquist
- 5,762 Jordan Chalom
- 5,695 Troy Plummer
- 5,691 Michelle Martinez Aviles
- 5,615 Chelsie Otto
- 5,517 Harold Durana
- 5,503 Roger Fung

- \$ 5,431 Richard Dyer
- 5,426 Nacole Newbold
- 5,398 Sean Velasquez
- 5,394 Glenn Martin
- 5,131 Mack Doby
- 5,110 Eric Thompson
- 5,078 Levar Morgan
- 4,999 Justin Adams
- 4,927 Marisa Willgruber
- 4,901 Alex Kae
- 4,846 Laura Dennee
- 4,815 AshLynn Orng
- 4,789 Alon Fischer
- 4,778 Chad McLaughlin
- 4,763 Vincent Meyer
- 4,762 Jake Yagjian
- 4,757 London Nelson
- 4,756 Ryan McIntosh
- 4,752 Bruce Viaje
- 4,715 Michael Musso
- 4,687 Calvin Irving
- 4,509 Lorena Barriere
- 4,472 Dustin Dunbar
- 4,461 Nicholas Engrav
- 4,439 Mark Neilson
- 4,426 Jamie Winters
- 4,396 Anita Ferris
- 4,355 Jesse Rennich
- 4,345 Michael Laramie
- 4,330 Joshua Dishong
- 4,283 Craig Strompf
- 4,267 Slavita Hut
- 4,258 I-Perfection Harris
- 4,219 William Soulier
- 4,192 Morgan Lobello
- 4,183 David Hefflin
- 4,159 Tucker Gregor
- 4,121 London Burnett
- 4,111 Aliesha Stone
- 4,089 Marie Laine

- \$ 4,072 Thomas Vena
- 3,996 Gevorg Yanukyan
- 3,941 Herman Fennell
- 3,873 Brandon Teter
- 3,789 Evan Donoghue
- 3,788 Mike Paragiou
- 3,778 Christopher Bentley
- 3,766 Kyle Lewicki
- 3,734 Brian Schreiter
- 3,659 Levi Porto
- 3,646 Peter Kwiatkowski
- 3,622 Rodney Ward
- 3,518 DeAnthony Hartman
- 3,508 Tom Weller
- 3,506 Maxx Schumann
- 3,489 Nicole Sanders
- 3,379 Lisa Richardson
- 3,356 William Robinson
- 3,352 Matthew Cessna
- 3,309 Jesse Benwell
- 3,294 George O'Shea
- 3,285 Jorge Guerra
- 3,285 Liam Flaherty
- 3,264 Aaron Haynes
- 3,258 Andrew McQuade
- 3,257 Nathan Hunt
- 3,227 Britton Costa
- 3,205 Travis Stucki
- 3,194 Stephen Jeung
- 3,192 Jonathan L Jones
- 3,177 Matthew Diulus
- 3,173 John Conard
- 3,163 Corey Hallam
- 3,162 Trevor Mayer
- 3,157 Robert Hamilton
- 3,135 Ryan Fickert
- 3,078 Steve Bryant
- 3,071 Aaron Ralston
- 3,053 Dustin Dunlap
- 3,036 Bernard Ballou

- \$ 2,998 Gary Slocum
- 2,958 Duni Olusegun
- 2,951 Joseph Kanaan
- 2,944 Joseph Corwin
- 2,874 Patrick Knouse
- 2,825 Jason von Rosenberg
- 2,818 Minh Phung
- 2,810 Raul Jacobs
- 2,730 Mark Beckford
- 2,729 James Sherwood
- 2,721 Raul Rojas
- 2,703 Sokol Fazliu
- 2,699 Daniel Walton
- 2,616 Stephen Giddens
- 2,590 Jeffrey Hall
- 2,587 Joshua Rauser
- 2,580 Carlo Buhay
- 2,549 Kaitlyn Brandt
- 2,536 Tiffney Harmouche
- 2,531 Christopher L Clark
- 2,529 Joy Vann-Austin
- 2,525 Amy Baird
- 2,508 Casey Kunash
- 2,480 Carl Lindsay
- 2,449 James Franklin
- 2,429 Joshua Randolph
- 2,416 Tyler McKnight
- 2,415 Jesse Doherty
- 2,404 Jimmy Tchen
- 2,400 David Nham
- 2,398 Jessica Santamarina
- 2,381 Ho Tran
- 2,380 Ricardo Subero
- 2,371 Shai Mate
- 2,359 Jenna Grula
- 2,351 William Tompkins
- 2,310 Andre Bent
- 2,279 Dean Gushi
- 2,259 Hyunchul Chung
- 2,253 Holly Lacey






- \$ 2,216 Alexandra Berberich
- 2,163 Michael C Williams
- 2,160 Jasmin Gallaga
- 2,148 Southern Foster
- 2,140 Samuel Cohen
- 2,128 Jeremy Rivers
- 2,122 Christopher Silakoski
- 2,112 Dwayne Nabors
- 2,108 Melne Hughes
- 2,102 Pablo De La Cruz
- 2,101 Paul Zuzick
- 2,086 Jordan Reinhold
- 2,085 Saul Lopez
- 2,079 Andrew Siebert
- 2,059 Johnny Ramos
- 2,048 Michael Mandella
- 2,048 Evan Holzhauser
- 2,036 Steven Warner
- 2,036 Mark Dushaj
- 2,023 Carlos Arballo
- 1,978 Matthew Cartwright
- 1,970 Robert Biser
- 1,967 Jacob Giangliuli
- 1,964 Francis Ingulli
- 1,945 Michael Gerstein
- 1,922 Amr Shater
- 1,922 Alta Herpel
- 1,891 Fred Greenawalt
- 1,888 Geddes Robinson
- 1,885 Mark Hileman
- 1,876 Cara DeFiore
- 1,873 Mark Dombrowski
- 1,859 Martuan Sample
- 1,858 Matt McBride
- 1,841 Aaron Voegel
- 1,830 Lamar Livingston
- 1,819 Alexander Spooner
- 1,819 Ryan Landmark
- 1,810 John Bacaron
- 1,801 Bryan Juskiw
- 1,797 Monica Brown
- 1,776 Grant Myers
- 1,753 Alan Fricke
- 1,736 Adam Kidikas
- 1,725 Rex Munsey
- 1,681 Candice Anderson
- 1,648 Kade Beck
- 1,644 Alan Sedaghat
- 1,637 Stephanie Lovins
- 1,622 Mahadai Krushundayal
- 1,617 Jesse Doherty
- 1,603 Patricia Cicerale
- 1,597 Tad Teeters
- 1,584 Mele Makaui
- 1,579 Andy Dorf
- 1,571 Kody Kramme
- 1,571 Andrew Hynan
- 1,568 Timothy Watson
- 1,558 Stephanie Kell
- 1,556 Jacob Carlson
- 1,556 Robert Park
- 1,529 Jessica Wilhite
- 1,525 Juan Olvera

- \$ 1,518 Mireya Lopez
- 1,507 Ransley Vazquez
- 1,502 Brett Maurice
- 1,490 Auston Mavrak
- 1,427 Patrick Bendure
- 1,414 Patrick Duray
- 1,413 Steven Rios
- 1,410 Christina Jauch
- 1,398 James Harding
- 1,393 Kierra Goodwin
- 1,390 Elias Boles
- 1,368 Edy Haddad
- 1,361 Michael Russo
- 1,355 George Taramas
- 1,343 Brandon Edens
- 1,338 Deana Plaster
- 1,320 Richard Tabanji
- 1,313 Ericka Martinez
- 1,294 Ashley Wenning
- 1,293 Ryan Tomajcik
- 1,284 Timothy Bugge
- 1,281 Renada Bogan
- 1,279 Taylor Foster
- 1,278 Michael DeGiovanni
- 1,277 Ashley Rust
- 1,264 James Cassie
- 1,261 Sam Chan
- 1,246 David Doles
- 1,244 David Rigney
- 1,231 Jaclyn West
- 1,220 Stuart Pagan
- 1,216 Bilal Farsakh
- 1,212 Jordan Wall
- 1,209 Joshua Yurinko
- 1,202 Bonnie DuPre
- 1,202 Kerlens LaRose
- 1,199 Andrew Chambers
- 1,198 Darius Rowan
- 1,197 Joshua Garrison
- 1,183 Edmaggie Myrthil
- 1,175 Arien Seemann
- 1,173 Jeffrey Espinal
- 1,159 Shalom Chaimov
- 1,158 Gregory Graham
- 1,153 Gregory Sampat
- 1,145 Ryan Ohm
- 854 Adam Chesney
- 1,144 Derron Alexander
- 839 Timothy Chandler
- 835 Omar Billy
- 827 Chirotam Illokwu
- 822 Alejandro Pineda
- 817 Omar Fernandez
- 810 Brenda Fox
- 799 Danielle Morales
- 791 Micah Focken
- 790 Justin Diaz
- 783 Jeremy Jackson
- 768 Christopher Buttacavoli
- 767 Denis-Michael Catalano
- 766 Jessica Napiza
- 757 Frank Bailey
- 754 Asiguy Haugabook
- 749 Andre Hawthorne

- \$ 1,049 Spencer Nichols
- 1,047 Alex Normandeau
- 1,046 Richard Whyte
- 1,042 Charmaine Junio
- 1,040 Anacleto Arevalo
- 1,037 Joseph McCallister
- 1,032 Carrie Padgett
- 1,029 David Higa
- 1,019 Michael May
- 1,017 Karen Salek-Cuzmar
- 1,015 Naomi Carballo
- 1,002 Branden Griffin
- 1,001 Alma Lozano
- 998 Manuel Diaz
- 979 Tabitha McDermid
- 974 Daniel Dunham
- 960 Brian Woods
- 959 Richard Pazak
- 947 Daniel G Johnson
- 938 Nina Blackmon
- 934 Jennifer Reed
- 933 Iva Plummer
- 931 Tessa Monsrud
- 927 Lara Wyatt
- 922 Eric Snyder
- 920 Payman Ghaysari
- 910 Victoria Perea
- 918 Ariana Jones
- 917 Dana Black
- 917 Cory Mulherin
- 917 Nedal Kawash
- 911 Christopher Dicks
- 909 Sara Kamalvand
- 904 John Sparby
- 902 Menno Glick
- 900 Robert Drake
- 899 David Herchick
- 896 Ivan Leung
- 879 Bryant Logan
- 877 Yamid Mendoza Sanchez
- 871 Yihsin Huang
- 869 Jamil Harris
- 867 Justin Sutton
- 863 Grant Smith
- 859 Oscar Cardoza
- 854 Adam Chesney
- 845 Derron Alexander
- 839 Timothy Chandler
- 835 Omar Billy
- 827 Chirotam Illokwu
- 822 Alejandro Pineda
- 817 Omar Fernandez
- 810 Brenda Fox
- 799 Danielle Morales
- 791 Micah Focken
- 790 Justin Diaz
- 783 Jeremy Jackson
- 768 Christopher Buttacavoli
- 767 Denis-Michael Catalano
- 766 Jessica Napiza
- 757 Frank Bailey
- 754 Deonte Jones
- 749 Andre Hawthorne

- \$ 745 Waleah Salah
- 745 Rita Haidinger
- 740 Darrin Roberts
- 738 Maurice Coleman
- 736 Heather Berg
- 726 Rafael Kajatt
- 716 Ryan Orloski
- 714 Mark Auvil
- 710 Tiffany Babin
- 698 Kasali Kotun
- 695 Corina Araujo
- 691 Cory Quaife
- 691 Ashley Flood
- 674 Daryl Graham
- 667 Joel Nunez
- 661 Hemerson Gonzalez
- 650 Jordan Lacy
- 650 Lindsey Dettwiller
- 648 Eric Watson
- 640 Anna Irymesku
- 633 Lee Goldman
- 631 Ariel Demesa
- 622 Temesghen Starr
- 620 Ranjana Chopra
- 614 Matthew Simon
- 612 Nadia Naji
- 610 Travis Kovach
- 605 Steven Stensrud
- 598 Marcus Moody
- 594 Daniel LaFontaine
- 592 Dwayne Gomez
- 586 Michael Russin
- 581 Kathryn Donlon
- 576 Billi Jo Hawkins
- 572 Jennifer Class-Rodriguez
- 572 Brenton Patterson
- 570 Duane Shaw
- 568 Alifonzo Garcia
- 566 Anthony Gao
- 558 Tonya Bailey
- 556 Adam Wolcott
- 554 Rebecca Stern
- 554 Dalyn Quilausing
- 549 Shane Carlson
- 547 Travis White
- 546 Rafi Nawabi
- 544 Edwin Cuevas Quinones
- 538 Natalie Linker
- 537 Michael Perez
- 533 Vincent Campana
- 532 Roger Rau
- 520 Josh Bloomquist
- 518 Michael Clements
- 507 Oleg Novitchii
- 507 Jesus Tolentino
- 505 Bret Nilson
- 504 Adem Abdula
- 504 Pamela Randle

SA/GA DIRECT CODE FIELD TRAINING BONUS






1	2	3	4	5
				
\$8,427 Altig-Orlovic	\$5,938 Giglione-Ackerman	\$5,423 Simon Arias	\$4,971 Sabrina Lloyd	\$4,533 Michael Vasu

FEBRUARY BONUS LEADERS | PAYOUT: \$510,553 | QUALIFIERS: 659

- | | | | | |
|--|--|--|---|---|
| <ul style="list-style-type: none"> \$ 8,427 Mark Neilson 5,938 Danielle Morales 5,423 Adam Hanna 4,971 Nedal Kawash 4,533 Thomas Longino 4,478 Adam Kidikas 4,442 Andres Liranzo 4,414 Oleg Novitchii 4,245 Waleah Salah 4,233 Brooke Bogs 3,762 Skay Nusenu 3,560 Patrycja Grudzinska 3,496 Katrina Ricks 3,486 Mark Tusing 3,358 Megan Johnson 3,199 David Dales 3,016 Aaron Dupras 3,008 Darrin Roberts 2,999 Anita Przybylowicz 2,998 Bennett Smith 2,987 Brady Foreman 2,978 Alma Lozano 2,959 Vincent Gravel-Michaud 2,957 Phillip Waisman 2,941 Jesus Tolentino 2,893 James Terry 2,758 Jose Viramontes 2,597 Joseph Miller 2,561 Jamell Ramsay 2,545 Tad Teeters 2,493 Randy O'Campo 2,477 Christopher Visnesky 2,474 Luao Leota 2,473 Andy Dorf 2,461 Dulce Paz 2,423 Abbas Abdul-Khaliq 2,296 Juliya Ostapyyuk 2,265 Erica Robertson 2,204 Debra Small 2,155 Kenan Hyseni 2,143 Calvin Shaw 2,125 Brandon Neal 2,124 Shelbi Sofranko 2,106 Matthew Neish 2,104 Michelle Caouette 2,090 Sharon Barnes | <ul style="list-style-type: none"> \$ 2,083 Jason Ashline 2,051 Francisco Vasquez 2,021 Cameron Ashcroft 2,021 Alex Paguio 1,988 Aleksandra Brzozowski 1,987 Nathan Doyle 1,961 Roy Kay 1,957 William Barker 1,951 Daniel Dunham 1,949 Dean Gushi 1,946 Robert Adrahtas 1,944 Matthew Tallman 1,939 Travis Kovach 1,932 Victoria Perea 1,925 Bryan Juskiw 1,844 Charisma Dezonie 1,828 Nic Iagulli 1,814 Connor Seemann 1,810 Christopher Bungay 1,802 Anthony Ferraro 1,793 Zhdanka Nykiel 1,778 Alejandro Pineda 1,777 Peter Cappuccio 1,744 Desarae Freeman 1,741 Jerome Baker 1,715 Arthur Trost 1,694 Truong Nguyen 1,686 Areli Medina 1,682 Jacob Vargas 1,682 Sashia Veerman 1,677 Silis Verdant 1,671 Samantha Diaz 1,671 Candi Carlisle 1,670 Tarek Elabasy 1,655 Holly Bonhorst 1,643 Sacramento Juarez 1,641 Michael DeGiovanni 1,614 Deserick Davenport 1,594 Massoud Vaziri 1,577 Eric Thompson 1,575 Antoinette Williams 1,560 Lisa Nguyen 1,554 Brent Bowling 1,546 Hemerson Gonzalez 1,535 Tessie Miya 1,514 Sean Thormann | <ul style="list-style-type: none"> \$ 1,500 Ryan Vance 1,474 Brandon Foster 1,470 Daniel G Johnson 1,468 Venita Allen 1,467 Spencer Nichols 1,460 Kevin Absolon 1,453 Casey Pfeiffer 1,446 Jonathan Lamb 1,441 Dwayne Nabors 1,438 Francesca Veltri 1,402 Edmaggie Myrthil 1,370 Robert Weaver 1,370 Shakera Blackmon 1,363 Joshua Yurinko 1,359 Christina LaPlant 1,354 John Lamere 1,349 Joseph Campos 1,341 Fida Yasin 1,338 Derek Thompson 1,328 Anthony Ferraro 1,324 Rebecca Stern 1,322 Walter Icaza 1,315 Phi Phan 1,314 Dalyn Quilausing 1,305 Karima Hartani 1,298 Garrett Shelton 1,296 Melissa Martino 1,282 Brenda Goff 1,278 Justin Diaz 1,274 Vinea Moore 1,272 Jon Houser 1,268 Ariel Demesa 1,258 Daisy Pyeatt 1,252 Conzita Goveas 1,252 Pablo Solis 1,249 Nicole Khochaba 1,245 Keona France 1,243 Brandon Hughes 1,240 Avalon McLeod 1,235 Deonte Jones 1,232 Dario Messina 1,226 Auston Mavrak 1,225 Matthew Halbmaier 1,202 Jordan Warner 1,197 Casondra Mil 1,186 Noel Bonomi | <ul style="list-style-type: none"> \$ 1,178 Janelle Beckford 1,169 Timothy Joseph Brown 1,169 Nicholas Lovins 1,169 Daniel Pettit 1,165 Cody Spencer 1,163 Rachel Gallagher 1,134 Sanyo Galloway 1,130 Julia Loboda 1,126 Wadnerson Boileau 1,119 Brian E Johnson 1,117 Adam Wolcott 1,106 Amr Shater 1,105 Azar Afnan 1,099 Brandon Crosby 1,089 Ariana Jones 1,084 Tiare Hubbard 1,079 Mike Paragiou 1,078 Derek Foore 1,075 Kylie Tachibana 1,074 Paul Helling 1,074 Kashief Perkins 1,064 Jennifer Dettmann 1,056 Lucas Bauer 1,042 Joshua Sanson 1,035 Bernadette Goins 1,034 Samuel Barriere 1,033 Sarah Roy 1,029 Kathryn Donlon 1,027 Clinton Kerbs 1,009 Caren Deanda 1,008 Steven Phillips 1,007 David Doles 1,006 Joseph Benning 999 Kasey Williamson 999 Aaron Parks 987 Benjamin Wechsler 976 Jennifer Reed 974 Corey Niro 972 George Bort 971 Olivia Stewart 969 Delroy Phang 967 Eric Butt 961 Steven Baum 946 William Tompkins 944 LaDelus Brown 938 Robin Gonzalez | <ul style="list-style-type: none"> \$ 933 Taylor Foster 930 Kristen Brown 926 Jacyln West 925 Michael Stelly 923 David Herchick 920 Samuel Montgomery 917 Matthew Simon 912 Gary Stevens 893 Grant Smith 889 Michael Patty 888 Brynna Tebbe 887 Richard Sidoti 885 Jennifer Bettis 877 Manuel Diaz 871 Joseph Rotolo 869 Lindsey Dettwiller 866 Wilmer Jimenez 865 Jeremy Osborn 863 Micah Focken 859 Jorge Leon 849 Ronald McCormick 848 Megan Wilkes 847 Daniel Prinzo 847 Romario Mendoza 843 Daniel LaFontaine 840 Travis Vandeberghe 839 Matthew Kurey 839 Steven Barton 829 Monica McKinney 822 Robert Young 808 Quentin Brown 806 Skylar Chauvin 797 Timothy Barry 793 Michael Mandella 787 Anastasia Martens 787 Penelope King 772 Branden Griffin 771 Mickey Adkins 768 Karen Lamey 761 Zorica Lucic 752 Orby Kelley 752 Bobby Davis 747 Abraham Weissman 743 Eric Peyton 741 Andrew Chambers 741 Ranjana Chopra |
|--|--|--|---|---|

- | | | | | |
|--|---|--|---|--|
| <ul style="list-style-type: none"> \$ 739 Ekaterina Andreeva 737 Edwin Cuevas Quinones 736 Tabitha Witherell 735 David Rigney 725 Richard Tabanji 725 Clayton Slaughter 723 Evelyn Howell 720 Daniel Chousa 718 Jamie Schulz 715 Zachery Nelson 714 Albert Olesko 714 Nadia Naji 711 Angela Black 709 John Vacca 708 Juliana Botero 707 Tanner Duy 703 Susan Bredrossian 701 Michael Stewart | <ul style="list-style-type: none"> \$ 694 Abraham Mogilevsky 693 Cathleen Hairston 690 Jacqueline Troia 689 Henry Ingraham 688 Drew Kier 687 Dontaray Smith-Davis 675 Dylan White 672 Alejandra Franco-Salinas 668 Michel Lavelanet 668 Sean Conway 666 Omar Billy 660 Bonnie DuPre 660 Ryan Ohm 643 Christopher Buttacavoli 640 Clarissa Garrido 639 Daniel Petek 634 Ricardo Grandt 634 Anthony Cao | <ul style="list-style-type: none"> \$ 629 Tiffney Harmouche 624 Justin Sutton 624 Sara Rostamijalilian 623 Ryan Trimble 619 Jimenez Parker 611 Shaefer Pacada 609 Sarah Eaton 608 Cameron Stanley 606 Heulett Suggs 604 Alma Lopez 604 Cara Griffin-Locker 602 Renee Cunningham 598 Brody King 598 Christopher Buttacavoli 594 Julie Henry 587 Dwight Williamson 586 Vanina Bonanno 579 Leonardo Perez | <ul style="list-style-type: none"> \$ 577 Nicholas Watson 577 Mario Andres Chavez 577 Emma Sermos 576 Mele Makai 574 Devin Adams 573 Ziad Aafouallah 572 Badum Maaloo 571 Martuan Sample 567 Vincent Andreotti 563 George Taramas 562 Joseph Tchume 559 Michael Clements 556 Ryan Marsh 556 Mark Aldamuy 553 John Catalano 549 Nathan Hunt 547 Malachi Rouzer 546 Diane Ishee | <ul style="list-style-type: none"> \$ 545 Mary Gates 543 Sophia Williams 538 Omeda Pattison 535 Phillip Jenkins 532 Timothy Stewart 529 Cory Quaife 529 Issac Estrada 528 Evett Bryan 528 Timothy Watson 520 Joseph McCallister 520 Jessica Napiza 519 Wayne Doucet 508 Shawn Roundy 506 Casey Jarratt 504 Justin Allain 503 Jennifer Pofahl 500 Antonio Orlina |
|--|---|--|---|--|

REINSTATEMENT BONUS

1	2	3	4	5
				
\$3,262 Don Foti	\$1,795 Giglione-Ackerman	\$1,707 Surace-Smith	\$1,431 Surace-Smith	\$1,368 Theodore Pappas

FEBRUARY BONUS LEADERS | PAYOUT: \$54,934 | QUALIFIERS: 157

- | | | | | |
|---|--|--|--|--|
| <ul style="list-style-type: none"> \$ 3,262 Sami Mogannam 1,795 Nabil Spahi 1,707 Bradley Weigand 1,431 Mitchell Look 1,368 Lorraine Patterson 1,353 Nicholas Gasparro 1,323 Benton Tong | <ul style="list-style-type: none"> \$ 1,209 Christopher Chovanec 1,182 Faith Jones 1,177 Lenora Blackstone 1,147 Corey LaVigne 1,132 Rich Walus 1,023 Christiana Bouligny 1,002 Laurekins Pardovani | <ul style="list-style-type: none"> \$ 1,001 Fritzel Octave 927 Timothy Welsh 910 Olga Tsymbal 842 Nadezhda Vitchev 812 Anna Senra 767 Maurice Baritz 762 Joseph Faisant | <ul style="list-style-type: none"> \$ 744 Dason Phaul 732 Ashley Bodnar 691 Lawrence Dennis 685 Janice Moseychuck 676 Agatha Safford 597 Herivelto Pereira 570 Scott Harris | <ul style="list-style-type: none"> \$ 530 Peter Kaplanis 522 Joseph B Smith 504 Fabian Aniekwensi |
|---|--|--|--|--|

4

BONUS TOTAL:

\$4,241,934

WORLD'S GREATEST \$2,036,473	LEADERSHIP \$1,639,974	SA/GA TRAINING \$510,553	REINSTATEMENT \$54,934
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All qualifiers listed achieved at least \$500 in bonus totals

FOUNDERS CLUB

February Qualifiers—
Outstanding Producers:



Michael van Delft

Imran Satti
10 Qualifications
\$115,482 Net ALP
81.3 RET



Roghie Hassan Loo

Josh Chalom
12 Qualifications
\$95,119 Net ALP
82 RET



Mike Sukhbaatar

Daniel Umbertone
16 Qualifications
\$71,760 Net ALP
92 RET



Jagdish Sukhu

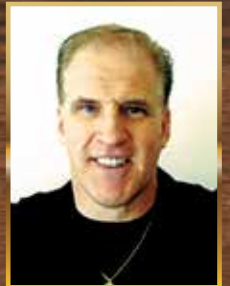
Theodore Pappas
1 Qualification
\$62,906 Net ALP
80.5 RET

DIRECTORS OF THE MONTH



Leaders growing leaders

Sales Director of the Month



Rudi Camenzind

Rudi had 58.57% growth over February 2016.

PR Director of the Month



Laurie Onasch

Laurie met 101.90% of Objective during February 2017.



LET'S EAT CAKE!



Roger Smith

Chief Executive Officer
AIL Agency Division

APPRECIATION IS A WONDERFUL THING: IT MAKES WHAT IS EXCELLENT IN OTHERS BELONG TO US AS WELL. — VOLTAIRE

A FEW YEARS AGO DURING A MAJOR music awards show, there was an awkward moment many people still remember. The winner for "Best Song" was announced and as she was delivering her acceptance speech, a fellow artist jumped up on the stage, interrupting her, to praise the artist she had bested for the award. What ensued was an ugly social media battle that actually continues to this day.

As the song says, "Haters gonna hate..." You would think that people would be excited when those around them do well. However, this is not always the case. Some people will say and even act as if they want others to succeed, but in reality they only want others to succeed up to, but not surpass, their own success. They want people to do well, but not that well.

I've heard stories from people who came from that sort of toxic atmosphere where their co-workers begrudged their achievements, sometimes to the point of attempting to sab-

otage their efforts to be successful. In many cases, it's what caused them to look elsewhere for opportunity even if they were satisfied with other aspects of that job.

Since the beginning, American Income Life and National Income Life have cultivated an atmosphere of family, where we all celebrate each other's achievements and victories. This can be seen in shout-outs on social media, Agency-wide celebrations, or an enthusiastic cheering section on Awards Night at Convention. At AIL/NILICO, everyone loves a winner.

This issue of *Spotlight* gives us all an opportunity to love a good number of winners. First, we congratulate Theo Pappas and the entire Pappas office on winning SGA of the Year. Way to come from behind to win the big game! Secondly, we congratulate the winners of the 2nd Annual Torchmark Achievement Awards, including our own Ransey Vazquez and Simon Arias. Ransey beat out competition across Torchmark affiliates for Top Personal Recruiter and Simon was AIL's Legacy Award winner. Finally, we congratulate our 2017 Executive Council for being the best of the best!

When we celebrate the success of others, we're affirming that we want success too. We connect the positive feeling of celebration with the act of success. Success stories also serve as an inspiration for others to excel. When people share stories with each other, it strengthens their entire team. When we are genuinely happy about someone's achievements, we become a part of that person's win.

This isn't to say that we're not a fiercely competitive lot, because we certainly are that! It's part of what creates the very successes we

celebrate. It's what drives us. The difference, I believe, is that the competition is always kept friendly and never allowed to cross the line into mean-spiritedness.

I am proud of the unique culture our Company enjoys. In addition to making day-to-day work more pleasant, it becomes a full-blown celebration when we get together for meetings and Convention. I love that! It's what connects an Agency office in North Carolina to one in California to one in Toronto to one in New Zealand.

"WHEN WE ARE HAPPY ABOUT ANOTHER'S ACHIEVEMENTS, WE ARE PART OF THAT PERSON'S WIN."

There will always be people who accomplish more than we have... or better, or faster or with more swagger and style... whatever. We have the choice to let it eat us up or celebrate with them and help them eat their cake! I say, "Let's eat cake!" 🍰



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2018

CONVENTION

Orlando, Florida

Gaylord Palms Resort

June 24-27, 2018



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